

Business Development Manager, Direct Sales, USA

Therapixel designs and commercializes medical imaging software that help healthcare professionals access pertinent information when they need it. Winner of the [Digital Mammography DREAM Challenge](#), **Therapixel** has developed [MammoScreen™](#) to help with the reading of mammograms for breast cancer screening.

This is a newly created position in anticipation of the launch of our product, **MammoScreen™** in the USA this year.

The primary responsibility of the Business Development Manager, Direct Sales is to establish the reference centers and initial users base for this product.

The ideal candidate will have a robust track record of successfully introducing new medical technology on the US market. S/he will have a deep knowledge of the medical imaging market, ideally in breast imaging. S/he will have existing contacts all the way through the value chain, from the clinician to the IT/PACS department to the C suite and can demonstrate how to navigate complex procurement processes.

To deliver on objectives, in addition to representing a product that won the [Digital Mammography DREAM challenge](#), the candidate will be supported by a team of application specialist, clinical and technical support.

Responsibilities:

- Close commercial deals with clinical organizations for the use of MammoScreen
- Establish the prospect target list jointly with marketing and product management
- Sell strategically, balancing the long-term penetration of the product and the short-term return in revenue
- Manage contract negotiation
- Maintain the sales opportunity pipeline current and documented
- Represent Company at tradeshows
- Keep up to date with the competitive and market environment developments
- Report to company field news that might contribute to customer satisfaction, product improvement or business development

Requirements:

- Exceptional at networking and following up with persistence
- Very high organizational, communication and presentation skills
- Demonstrated capabilities of navigating successfully complex sales environment
- Understanding of clinicians' way of thinking and innovation adoption process
- Adept of consultative selling
- Able to work autonomously in a fast pace environment with a can-do attitude
- At ease with working remotely in team, and the use of associated tools (e.g. CRM, Hangouts, Trello)
- College degree or equivalent directly related work experience
- 5+ years domain experience with quantifiable successful sales track record
- Current valid driver's license
- **US citizenship or current valid work permit**
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Location: US, No preference for state and city, easy connection with airport hub. Home office