



Business Development Manager

Who We Are:

At Accexible we are changing the way mental and neurological health conditions are early-detected and monitored. We create AI technologies able to identify speech biomarkers. Accexible's platform is an intuitive, accurate, non-invasive, cost-effective, and remote diagnostic and monitoring tool.

We have numerous partners in Europe, US and LATAM trialing and deploying our technologies. We have an experienced, talented, supportive and collaborative team, planning to double in size every year for the next couple of years. We are based in vibrant Barcelona, Spain, and will soon have representations in the UK and US. Remote and hybrid working will be considered.

About the role

As Business Development Manager you will have the opportunity to drive the execution of Accexible's business strategy. It is important that you have a track record of owning business development, contracting, and partnership efforts from end-to-end in the health sector.

This position is based out of Accexible's headquarters located in Barcelona, at the center of one of the fastest-growing digital health communities.

Responsibilities

- Identify, evaluate and drive new business development opportunities
- Develop a growth strategy focused both on financial gain and customer satisfaction
- Partner closely with internal legal and functional area teams to lead negotiations
- Develop business cases (opportunity, rationale, timeline and resources, risks and considerations, etc) required to optimize Accexible's partnering strategy
- Log, track and maintains customer contact and contact records
- Attend sales meetings, vendor training, local trade shows to keep current with industry trends and technology
- Accurate planning and reporting of all sales-related metrics.



Qualifications

- 4-10 years of proven working experience as a business development manager, sales executive or relevant role preferably at digital health or healthcare company
- Proven sales track record
- An established network of contacts with whom you have successfully developed new business opportunities within digital health or healthcare
- Strong written and verbal communication skills
- Proficiency in CRM software
- BSc/BA in business administration, sales or relevant field (Computer science, biomedical science etc)
- Develop entry level staff into valuable salespeople

Preferred Qualifications

- Recent and relevant business development experience within the digital health sector e.g. AI, wearables, portable diagnostics, digital therapeutics etc.
- Direct experience of the pharma and/or healthcare sector within digital health
- Previous experience in Spain within the Health sector

What do we offer

- A Full-time job within a fast-growing company
- Working in a fast growing Start-up environment within an international context
- Flexible vacation policy
- Flexible working hours
- Starting day: Immediately.
- Competitive salary according to your experience

Benefits

The role includes great benefits and is an excellent wealth-building opportunity at a fast-growing company in a nascent and extremely exciting space.