

Business Developer

About ABLE.

“When you are free to move, anything is possible”. ABLE Human Motion, a young and fast-paced MedTech start-up based in Barcelona, was born with a clear mission: enabling mobility, to everyone. Therefore, we create cutting-edge lightweight and affordable [exoskeleton technology](#) to empower every person in a wheelchair, by providing better mobility and greater independence.

To do so, we have a team of 11 curious, fearless, humble and fun people that are crazy enough to think they can change the world. And it seems to be working, as the company has been recognized as the Best European Robotics Startup and winner of the Toyota Startup Awards “Mobility for All” competition. Together we are building a cutting-edge technology company to turn disability into ABILITY.

Role description.

So far, the company has been focused on developing and validating the technology with patients. Now we want to go one step further, incorporating marketing and business development expertise to the team to increase brand awareness and develop commercial relations with clinical institutions.

We are currently looking for a new team member who shares our mission, someone capable of engaging with international hospitals and rehabilitation centers, and leading the business development area of the company for the coming years.

Your main responsibilities and tasks will be:

- » Develop relationships with leading hospitals and rehabilitation centres, and other strategic partners.
- » Persuade key opinion leaders (KOL) to use and recommend our products.
- » Obtain Letters of Intent for purchase from potential clients (pre-sales).
- » Understand in detail the decision making process for purchase, including identifying the buyer personas for different types of customers segments.
- » Contribute to build and implement a realistic commercial plan to penetrate European and US markets when CE and FDA certifications are achieved.
- » Provide product presentations, demonstrations and support.

- » Receive feedback of current products from customers and users to better understand their needs and communicate it effectively to the team.
- » Educate medical staff on the benefits of exoskeletons, while transmitting ABLE's values.
- » Participate in trade shows, workshops, and events.

We would love to meet you if you:

- » Care about our mission.
- » Have 2+ year experience in commercialization of healthcare products (ideally medical devices and complex B2B sales).
- » Have strong selling and persuasion skills.
- » Have great communication and interpersonal skills.
- » Have a Bachelor's degree in business administration or a related field.
- » Are motivated and proactive with the ability to work independently, develop and implement new ideas.
- » Are fluent in Spanish and English.
- » Are a high-performer, being able to get things done in a fast-paced, autonomous and demanding atmosphere.
- » Have a good understanding of the neurorehabilitation market, medical sales funnel, healthcare systems and reimbursement, as a plus.

What can we offer you?

- » Be part of one of the most promising healthcare companies in Europe.
- » Join a young and passionate team of high-performing members willing to change the world, where everybody is trusted and has a voice.
- » Learn and grow together with the company in a challenging and fast-paced environment.
- » Flexible working hours: we work for objectives, balancing work with your life and hobbies.
- » Competitive compensation according to your experience.
- » Other benefits: free coffee and fruit, participate in company social events.

If you are already thrilled to know more and meet the position's criteria, we want to know you! **Send us an e-mail to hello@ablehumanmotion.com** attaching your CV with the subject **"Business Developer Changing the World"**, and we will get in touch with you soon.