

Business Developer in Oncology Surgery

Location : Lyon, FRANCE

Type of position : Full time – Permanent contract

Our client is a startup that develops an innovative medical device for the instant detection of cancer cells, which aids surgeons in better identifying tumor margins during surgical operations. Its clinical applications are numerous, particularly in ENT, pulmonary, and dermatological cancers.

Job description :

As part of the team, the Business Developer contributes to the launch of the new technological offering in the operating theater.

Your objectives are:

- Define clinical applications, in line with current and future market needs.
- Create and manage a network of international Key Opinion Leaders (KOLs) in surgery.
- Launch initiatives and clinical studies to support the product's value proposition.
- Prepare for commercial launch.

Upstream Marketing Missions:

- Fully understand the market and its practices and participate in competitive intelligence.
- Identify market segments, product positioning, and key messages.
- Prepare and execute the product's marketing launch plan.
- Prepare for and participate in conferences.

Product Design Missions:

- Write the specifications in connection with the R&D team and KOLs.
- Participate in writing project deliverables in collaboration with R&D and Regulatory teams.

Profile :

- Higher education degree at the Master's level with at least 5 years of experience in the operating theater.
- Dynamic and proactive, initiative-driven, rigorous and autonomous, excellent communication, ability to prioritize requests. Teamwork skills.
- Proficiency in English is mandatory.