

## Director Business Development and Sales

### Who we are

mediaire is a Berlin-based medtech startup dedicated to building AI-powered software that supports radiologists with their daily work: Analyzing medical images. Our first product, which helps identifying Alzheimer's Disease and Multiple Sclerosis, is already certified as a medical product and ready for market launch. You will join an interdisciplinary and fast-growing team of motivated data scientists, physicists and radiologists under a flexible working culture (e.g. home office days). We believe in team work and ensure that the whole team takes part in the company's success (e.g. virtual share program).

### Your playing field/tasks

- Your mission is to drive mediaire's growth by identifying and implementing the appropriate acquisition strategy!
- You continuously discuss ideas with (potential) customers and derive product requirements for the development team
- You develop strategies for entering new markets and thus guarantee future success
- You develop/define a convenient tool stack to improve sales efficiency
- You will build up a sales team that is capable of establishing mediaire's AI-technology in Europe

### You meet the following criteria:

- You have 2+ years of experience in B2B or B2C sales
- You have a degree in science (e.g. physics, biology, computer science or medicine)
- You're excited about understanding the needs of radiologists in their daily work
- You are enthusiastic about all sorts of technical tools to optimize your workflow
- You like to communicate and are not easily discouraged by initial customer rejection
- You are fluent in German and English

### Not needed, but a plus:

- Experience in working at or even better founding a start-up (big plus)
- Experience in the field of radiology (big plus)
- Experience in leading a team
- Knowledge in marketing
- A PhD or knowledge in neuroscience
- Interest in programming

### Our current tool stack regarding organization:

Jira, Confluence, Slack, [Appear.in](#), calendly, TeamViewer, Zotero, GDrive, AWS

**If you're interested in joining us, please send your CV and some words why you would like to work for mediaire to our CEO Andreas Lemke: [a.lemke@mediaire.de](mailto:a.lemke@mediaire.de)**