

Bingli is a digital health start-up, located in Antwerp. Bingli recently received €5.4 million funding and won already several awards: Best start-up in Belgium (2018), participant Technology Fast 50 & Winner Rising Star Award Deloitte (2021),... Based on Artificial Intelligence, a **digital medical interview** is conducted with the patient, prior to their medical consultation. Bingli then proposes a highly accurate differential diagnosis to the physician to support the clinical decision-making. This innovative application contributes to a more qualitative and efficient consultation, brings back more empathy during the consultation and creates more comfort for the patient. Bingli works together with doctors, hospitals as well as pharmaceutical companies. Today, the medical interview has already been used by more than 750 000 patients.

Bingli is rapidly expanding and has big ambitions. To support this growth, we're looking for a (m/f/x):

Business Development Manager

Healthcare Industry

Job Description

- This position involves working at senior level within the healthcare sector.
- You're responsible for developing and monitoring our customer portfolio. You actively search for new opportunities to expand our portfolio and partnerships.
- You build long-term relationships and a network within the top target hospitals and pharma companies in Belgium and other EU countries. You become a trusted advisor.
- You take ownership of set objectives and corporate strategy. You are driven to achieving your targets.
- You're able to understand the situation of the customer, explore the issues that hospitals face and create value by proposing new propositions from our product portfolio. You substantiate how our product improves the patient experience and generates efficiency for our customers.
- You analyze market trends to anticipate product and client needs. You challenge our perspective on sales and marketing, and initiate new ideas.
- You provide insights into our sales activities by processing and analyzing client feedback. You contribute to the design of our development strategies to increase the growth of Bingli (improve our product and sales outcomes).
- You bring in innovative ideas on 'new ways of working', process optimization, new market tools, digitalization of processes,... to make sure we build in efficiency and can scale up.
- You develop detailed plans and budgets for our sales activities.
- You report on competitor activities, pricing and strategy.

- You attend global trade shows and industry events.
- You work actively together with the software developers, founders and other team members of Bingli, to ensure we provide the most suitable solutions to our clients.
- You're a Bingli ambassador: embodying our mission "make a difference in people's lives via digital health", and promote our digital medical interview.
- As you have broad responsibilities, you elaborate and execute a plan to manage your daily activities.
- You report on a regular basis to the founders regarding your achievements and insights.

Profile

- You have a Bachelor or Master degree.
- You have at least **5 years of sales experience** within the **digital health or Healthcare industry**.
- You have an existing network of hospitals and pharma companies in Belgium and other EU countries, and a good understanding of the way of working in hospitals.
- Ability to work in an autonomous manner in a fast-moving organization.
- You have a hunter profile with an enthusiastic and hands-on mentality. You're highly motivated to succeed and open to continuous learning. You're a team player.
- You have an innovative and critical mindset, you think out of the box. You have strong troubleshooting and problem-solving skills.
- You have great communication and interpersonal skills, while being diplomatic.
- You live in Belgium or The Netherlands. You speak fluent Dutch and/or French and English.
- You're open to travel on a regular basis to the neighboring countries.

Offer

- A challenging position in a rapidly growing environment, that provides you with numerous opportunities to learn new things and to take on new challenges and responsibilities.
- Contribute to the growth of a start-up and the healthcare of the future.
- Competitive salary with home-working policy.
- A dynamic and young team with lots of fun and regular team events!

Questions or interest?

Contact us via: jobs@mybingli.com