

Bingli is a digital health start-up, located in Antwerp. Bingli recently received €5.4 million funding and has already won 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):

Partnership (Business) Manager

Healthcare Industry

Job Description

- You're responsible for identifying and developing new potential partnerships within the Healthcare sector (pharmaceutical companies, medical software companies,...). You facilitate the onboarding of new partners.
- You build long-term relationships and ensure strong collaborations with current and future partners. Based on your knowledge of the digital healthcare market, you develop use cases relevant for Bingli's digital healthcare solutions.
- You stay up-to-date regarding trends, developments and innovations in the (digital) healthcare sector and provide insights on this.
- You define new growth opportunities in the healthcare ecosystem for Bingli by conducting market research. You strengthen Bingli's position by streamlining our processes within the healthcare ecosystem.
- You will help drive top funnel growth for our sales team and contribute to our long-term business growth.
- You have a helicopter view and long-term vision. You link our strategy to business objectives and achieve measurable business impact. You contribute to making Bingli future-proof and scale up.
- Using your project-management and sales skills you develop detailed project goals, resources and budgets for the collaborations. You lead project implementation and manage project risks. You create and maintain comprehensive project documentation.

- You lead important new/strategic projects and act as the reference person.
- You work closely together with the founders and sales team, and help develop the strategic plans for success.
- You demonstrate added value on an operational, commercial and financial level.
- You attend networking events in the Healthcare sector. If needed, you execute campaigns and event sponsorship campaigns.
- You report on a regular basis to stakeholders on results and pipeline.

Profile

- You have a Bachelor or Master degree.
- You have at least **10 years of sales experience** (on C-level) in the **digital health or Healthcare industry**.
- You have an in-depth knowledge and understanding of the Healthcare ecosystem.
- You have an existing network of potential partners (for example pharmaceutical companies) in Belgium and other EU countries.
- You have a hands-on, driven and motivated mentality to achieve your goals.
- You have very strong communication and listening skills.
- You're a team-player.
- You're a people person, you build strong and long-term relationships.
- You have a helicopter view, a strategic and long-term vision.
- Ability to work in an autonomous manner in a fast-moving organization.
- 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 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 a company car and 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