

Based in Brussels, Belgium, Devroye Instruments is an innovative MedTech company. The company develops and commercializes high-quality hair transplant devices across the world.

This disruptive technology is recognized by the Hair Restoration Society. In 2017, the company won the ISHRS Platinum Follicle Award for his research about improving quality of the FUE instrumentation.

The human-sized team is compounded by smart and dynamic employees.

To navigate the company to the next level of growth and performance, we are looking for a (m/f):

Global Sales & Marketing Executive – MedTech

RESPONSIBILITIES

As a Global Sales & Marketing Executive, you focus on accelerating Devroye Instruments' business development. Setting the tone and improving sales and aftersales operations for the whole company is where you start. Increasing performance & team are your first milestones.

With a hands-on approach, your focus will be:

- **Building business partnerships and strategic relationships:** you build strong relationships with partners and stakeholders: customers, distributors, etc.
- **Reinforcing the company's brand and visibility:** you develop and implement a relevant marketing plan to support a global business development.
- **Ensuring company ability to deliver** you anticipate, plan, assess risks and make agile and sound decisions to positively impact the business.
- **Building on the existing, adding your own spark:** You demonstrate a subtle mix of Vision, Execution and People drive. You adjust where necessary: ensure dots are connected and that your team is engaged and aligned with company's goals and values. You are able to think critically, be creative, and make decisions quickly in order to keep the company moving forward.
- **Developing and leading a talented team:** The start-up founder is part of the executive team. You have the talent to embark, re-engage and further co-develop with your executive team, instilling your own style. You attract, retain, and motivate top talents as well as you engage, develop, and lead the team towards their best potential.

PROFILE

- Master's degree in business management, science, or equivalent. An MBA is an asset.
- Proven experience in an executive sales-oriented position.
- Experience in an entrepreneurial role within a global growth business.
- Your own motivation and engagement are key: you are motivated by the thrills and challenges that are inherent to any **"startup to scale up path"**.
- Ability to create trust, team engagement and to drive execution.
- Confidently humble, results driven and able to create team spirit and strong collaboration.
- Ability to drive the company's business in line with the mission, vision, culture, and values.
- Ability to navigate both ends of the scale: from strategic leadership to sales results.
- Excellent communication skills. Fluent in English & French. Dutch is a plus.

OFFER

- A challenging position within a innovative growing MedTech startup.
- The opportunity to join a human scale and dynamic company with a motivated team.
- The opportunity to promote and develop a MedTech company to the international scale.
- Varied contacts within the industry and physicians.
- An attractive package in line with the position responsibilities and its context.

INTERESTED ?

Please send your CV together with an adapted cover letter to recruitment@pahrtners.be.

YOUR APPLICATION AND
RELATED INFORMATION WILL REMAIN
STRICTLY CONFIDENTIAL.