

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 International Society of Hair Restoration Surgery. 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):

Business Developer – MedTech

RESPONSIBILITIES

As a Business Developer, you focus on accelerating Devroye Instruments' business development. You set the tone and improve Market Access, Marketing, Sales and Aftersales operations. Developing business & sales in EU, USA and Australia are your first milestones.

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

- **Building business partnerships and strategic relationships:** you build strong relationships with customers and distributors.
- **Reinforcing the company's brand and visibility:** you develop and implement a relevant marketing plan to support a global business development.
- **Ensuring company's ability to deliver** you anticipate, plan, assess risks and make agile decisions to positively impact the business.
- **Building on the existing, adding your own spark:** You ensure dots are connected and that your team is engaged and aligned with company's goals and values. You are able to analyze, and take decisions in order to keep the company moving forward.
- **Developing and leading a team:** You attract, develop and motivate talents towards their best potential.

PROFILE

- Master's degree in business management, science, or equivalent. An MBA is an asset.
- Proven experience in a **business development**-oriented position.
- Experience in an entrepreneurial role ideally within a **global growth MedTech business**.
- Your own motivation and engagement are key: you are motivated by the 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 navigate both ends of the scale: from leadership to sales results.
- Excellent communication skills. Fluent in English & French. Any other language is a plus.

OFFER

- A challenging position within an 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 salary 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.