

International Business Developer CDI

Apply: jobs@kiro.bio

Location: Paris

Starting date: As soon as possible

Requirement: Master's degree (or equivalent)

KIRO'S MISSION

Founded in 2019, Kiro is the first AI-powered digital health platform for clinical biology in Europe. It develops new approaches to medical biology using medical-grade artificial intelligence and cloud technology and leverages laboratory results to bring better outcomes for patients.

Developed in partnership with leading laboratories, hospitals and physicians, and already used by millions of users, Kiro's solutions provide personalized and easy-to-understand results for patients and caregivers while helping healthcare providers better follow and treat their patients with real-time clinical decision support tools (prevention, diagnosis...).

It is an exciting journey - Come be a part of it!

YOUR ROLE & RESPONSIBILITIES

We're a small start-up with every intention of becoming a major player fairly quickly: We are seeking for a highly motivated Business Developer to join our team. In this role, you will drive Kiro's Business Development in Europe, from new qualified opportunities and pipeline generation to deal closing.

Mantra: Create meaningful leads by gaining a deep market understanding, win contracts by being a persistent BD & a great team player and create transparency to shape Kiro's product and strategy.

- Define what value proposition will resonate and how to approach each of those leads
- Educate and nurture early-phase prospects for potential future opportunities
- Lead prospecting actions through inbound and outbound efforts and manage daily leads - connecting via phone, email and LinkedIn and qualifying them
- Drive prioritized leads with conviction, humility, staying persistent when needed and, also, focusing on those that will make the greatest impact
- Orchestrate efficiently the mobilization of Kiro resources, from designer to CEO to bring the best of Kiro, with the right messages and at the right pace to each lead
- Prepare and conduct negotiations and close deals
- Synthesize critical learnings from Business Development for Kiro top management to help drive strategic choices



WHY JOINING KIRO?

- For our vision: personalized medicine will become a reality and every patient will have access to the right prevention, diagnosis and treatment at the right time, based on global health information and making it universally accessible and useful
- We are people person : Work within a young and dynamic team willing to transform healthcare with a positive impact at scale. We aim at improving the lives of millions of patients, and that's everyone of us wake up every morning
- To be part of an exciting journey in the Healthtech industry: Be at the heart of France's most dynamic startup ecosystem
- To have a real impact: Join a recognized, multi award-winning startup, where your position will be key for the company's success. We are trustful team players and frame our work environment as the best means to make lasting contributions
- For the K'heroes : Be part of a diverse team that likes nothing more that working hard and playing hard together
- Building the future with us: Kiro is developing its technology and platform, backed by more than 150,000 monthly active users, following its recent €13.8 million Series A round led by Sofinnova Partners
- For what we value most: nurturing intellectual curiosity, never stop to learn and improving, real customers understanding and caring, expand our own boundaries, a trustful team player and last but not least : sit down, be humble



OUR NEXT TEAMMATE

- Meticulous and well organized : Excellence is one of our drive
- Results driven : Get things done!
- Strong team spirit: Trust your teammates's ideas but challenge it if it's necessary
- People person: We REALLY care
- Growth over ego : Sit down, be humble
- Flexibility: Agility to multitask and prioritize in a rapidly changing environment in the face of many competing priorities
- Think ahead: Strong reasoning and analytical thinking
- You have 3-5 years of experience in developing business in Healthcare or Tech industry with a complex platform sale and selling innovative technologies to enterprises
- MBA or another advanced degree and you are fluent in French and English



WORKING ENVIRONMENT & ADVANTAGES

By joining Kiro, you will have the opportunity to:

- Work in a dynamic and ambitious start-up on a mission to transform healthcare. 🙌
- Join a recognized, multi award-winning start-up, in a critical role 🌟
- Be part of a diverse team that likes nothing more that working hard and playing hard together 🍷
- Icing on the cake: Have an attractive package, Alan Health, Swile lunch card and much more 🎁

Do you have what it takes?

Send your CV at jobs@kiro.bio

More information about us on www.kiro.bio