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## Sales Executive CDI

**Apply:** [jobs@kiro.bio](mailto:jobs@kiro.bio)

**Location:** Paris

**Starting date:** As soon as possible

**Required experience:** Master's degree (or equivalent) and 3/4 years of experience in a similar role (Sales, Key Account Management or equivalent)



### KIRO'S MISSION

Founded in 2019 Kiro is the first AI-powered digital health platform for clinical biology in Europe, backed by world-class renowned investors. We develop new approaches to medical biology using medical-grade artificial intelligence and cloud technology, leveraging laboratory results to improve patient outcomes. Most people find laboratory test results, such as blood tests, difficult to understand and act upon.

Using artificial intelligence, we have created a platform that makes medical biology clearer, more tailored, actionable, and relevant to both patients and healthcare professionals. Our solution, developed with leading laboratories, hospitals, and physicians, is already being used by millions of people.

If well understood and structured, medical biology can drive a deeper understanding of disease outcomes and patient health, helping to better diagnose and anticipate diseases. We believe this fundamentally holds the key to true precision medicine. We built Kiro to make this happen.



### YOUR ROLES & RESPONSIBILITIES

As a Sales Executive, part of the Business team, you will collaborate closely with customers and partners as well as members of Kiro's Business, Product, Data Science, and Engineering teams. The Sales Executive is responsible for developing Kiro's commercial activity and growth, with the particular aim of increasing its revenue in France and internationally. You will be in charge of creating meaningful sales leads and winning contracts by being a persistent business developer & a great team player.

In an environment where technology and digital haven't reached their full potential yet,, your mission will be at the core of Kiro's success.

Your role and responsibilities will be:

**Develop growth strategies with KIRO's management team;**

- Develop and execute a sales plan to grow exponentially on your market;
- Target new customers, partners and prospects in order to identify new markets for KIRO's products or services.
- Generate and manage sales, taking ownership of the entire sales cycle from prospecting to deal closure;
- Evaluate all possible distribution channels to identify those that offer the most effective and profitable means of distribution;
- Develop strategic commercial partnerships (including indirect sales and/or distribution contracts);
- Continuously analyse potential commercial opportunities, both in France and abroad, in particular to detect signals that represent potential commercial opportunities;
- Establish and maintain strong relationships with clients and partners;

**Sales strategy and sales cycle:**

- Develop and implement, with KIRO's management, the sales strategy and tactics to maximise KIRO's revenues and ensure the proper execution and monitoring of the prospecting, pre-qualification and sales strategy;
- Develop business cases (financial study and value proposition), offers and contracts for potential customers and partners;
- Actively drive contract negotiations with business partners, prospects and customers;
- Supervise relations with KIRO's customers, prospects
- Monitor various customers, prospects and partners throughout the sales and after-sales cycle;
- Run a healthy pipeline, track all opportunities, forecast accurately and regularly with management.
- Provide regular reports on project progress, successes, and forecasts;
- Ensure compliance with the contractual terms of clients and partners.

**Cross-functional :**

- Contribute to the improvement of products and services with the relevant teams to ensure customer and partner satisfaction. To this end, implement and maintain a comprehensive feedback loop with customers, partners and KIRO's product and operations teams in order to ensure customer and partner satisfaction;
- Respond to external requests for information (on a case-by-case basis) and liaise in particular with KIRO's customers and partners;



## QUALIFICATIONS

You could be our next teammate if you have:

- A master's degree (or equivalent) and at least 3/4 years of work experience.
- The ability to work independently, with strong analytical and problem-solving skills, and a keen eye for detail.
- A proven track record of acquiring new customers,
- Ability to collaborate effectively within cross-functional teams, fostering a positive team spirit.
- Proficiency in both French and English.
- 3-5 years of experience in developing business in Healthcare or Tech industry with a complex
- Results driven
- Strong reasoning and analytical thinking



## WORKING ENVIRONMENT & ADVANTAGES

By joining Kiro, you will have the opportunity to:

- 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 why we wake up every morning 🙌
- 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.
- Gain experience on a unique product allying digital health, data management and artificial intelligence for medicine.
- Be at the heart of France's most dynamic startup ecosystem.
- Icing on the cake: attractive package, Alan health insurance plan, Swile lunch card, suitable remote policy among others 🍰

## Do you have what it takes?

Send your CV at [jobs@kiro.bio](mailto:jobs@kiro.bio)

More information about us on [www.kiro.bio](http://www.kiro.bio)