

For our team in North America, we are currently looking for a

**Business Development Manager (m/f/d)**

**Industry:** Medical Devices

**Location:** United States

**Employment:** Full-time position

**Travel:** 25-50% travel, 50-75% home office

**Qualifications:** 3+ years of Sales and Business Development experience; academic degree in Biology, Medicine, Business or related field

**Your role**

As “Business Development Manager”, you will be responsible for planning and executing commercial growth of our North American business, in the preclinical and clinical imaging space, with a focus on iThera Medical’s clinical lead applications, muscle imaging in peripheral arterial disease (PAD) and neuromuscular diseases (NMD).

Specific activities include:

- Shaping and continuously refining the strategic growth plan for North America
- Identifying target institutions and clinicians in lead indications in the United States and Canada (pioneers and early adopters for a novel diagnostic technology)
- Identifying contacts relevant for preclinical and clinical development programs within pharma companies in lead indications
- Responding to, reaching out to, following up and staying in touch with target scientists, clinicians and pharma contacts for clinical collaboration and commercial opportunities
- Maintaining and continuously improving lead lists as a basis for topic-specific mail campaigns, webinars, and other outbound marketing measures
- Organizing and conducting remote and onsite pre-sales presentations and product demonstrations to target scientists, clinicians, and pharma contacts
- Participating in and exhibiting at scientific / medical conferences and trade shows
- Contributing to the Company’s international Clinical Development and Market Access Plans

For many of these activities the “Business Development Manager” will work with colleagues at iThera Medical as well as external collaborators, customers, and prospects, and will travel to the respective sites and the Company’s headquarter in Munich, Germany, where required.

## **Your qualifications / profile**

The qualified candidate should have a strong background in Sales and/or Business Development as well as Medicine and/or Biology. In addition, the candidate should have excellent analytical skills, and a background in the following areas:

- Academic degree in Biology, Medicine, Business or related field
- Fundamental knowledge of various imaging modalities (optical, PET, MRI, ultrasound)
- Experience in the healthcare sector
- Track record in building relationships with academic accounts, pharma & hospitals
- Working knowledge of and general proficiency in commonly used office software (Word, PowerPoint, Excel) and CRM software (Salesforce)
- Aptitude for and interest in a start-up environment, as well as for promoting and selling disruptive technology

## **Your skills / abilities**

- Excellent English communication skills, both verbal and written
- Excellent interpersonal communication and presentation skills
- Excellent organizational skills
- Ability to self-manage efficiently in a remote work environment
- Ability to travel as required

In addition to the “hard skills” listed above, we require a passion for exploring new ground, developing a new business, and working closely with a distributed team.

## **We offer**

- An exciting and diversified work environment
- Breakthrough technology in the growth market of medical technology
- Substantial individual responsibility and the opportunity to realize your own ideas
- A young and dynamic team to work with

## **About iThera Medical**

iThera Medical offers the next generation in photonic molecular imaging technology. The company was founded in 2010. We pursue the development and commercialization of proprietary optoacoustic imaging technology for use in preclinical and clinical applications. Our international customers include the most prestigious research centers, academic hospitals and pharmaceutical companies. Please visit our website for more information ([www.ithera-medical.com](http://www.ithera-medical.com)).

Do you want to take on responsibility and help us shape a leading-edge technology in a dynamic environment? Then we are looking forward to hearing back from you (email: [careers@ithera-medical.com](mailto:careers@ithera-medical.com))!