

AZmed creates deep learning technologies that allow doctors to reduce medical errors and save time, by helping them analyze medical images.

DESCRIPTION

We're looking for an outstanding full-time **Head of Sales** to join AZmed.

Doctors waste a lot of time looking for fractures in X-rays.

At AZmed, you will help to automate this detection process, for doctors to spend most of their time on life-threatening exams.

RESPONSABILITIES

- Initiate and grow new **business opportunities** with physicians, health centers and software editors.
- Initiate, grow and implement **new partnerships** with physicians and health centers.
- Design competitive and **business intelligence** processes.
- Contribute to the definition of the **commercial strategy** of the company.
- Grow **global brand awareness**.

REQUIRED SKILLS

- Highly efficient (**results oriented**)
- Positive and proactive
- Strong communication skills & collaborative mindset
- Fast learner
- Experience in **B2B sales**

BONUS POINTS TO HAVE

- Previous experience in the healthcare world
- Data analysis/visualization skills
- Experience in medical imaging devices
- Star wars fan
- Sports fan

WHY JOINING AZMED ?

We are an enthusiastic, passionate and hardworking team looking for a similarly minded Business Developer. You will working **directly with the CEO** and will have the chance to work with data scientists and doctors, on a daily basis. We are going through a **fast growth** period, so it's an exciting time to join our team and contribute to the AZmed's mission. You will have a huge impact on the company's future success.

AZmed is among the 1% of companies selected to be accelerated by the **Techstars** Paris program. Techstars is the world largest entrepreneurs' network that helps them succeed. You will thus work in a great startup atmosphere (masterclasses, workshops, social events etc).

AZmed's first product, Rayvolve, an AI-based fracture detection software, has recently been **CE-marked** (first French company for deep learning in radiology), offering you the possibility to deploy the product at a large scale.

FOUNDING TEAM



Julien Vidal, CEO

GEM

*Entrepreneurship
& Finance*



Alexandre Attia, CTO

Les Ponts & ENS

*Experience in AI applied to
healthcare & computer
vision*



Elie Zerbib, Physician

La Sorbonne

*7+ years of experience
in hospitals*

OTHER INFORMATION

- Negotiable Salary
- Starting around September 2019
- Based in Paris 2e