



AVATAR MEDICAL

Sales Director, Key Accounts Europe

France, preferably Paris

AVATAR MEDICAL SAS is an exciting new MedTech start-up that radically enhances the manner in which surgeons prepare their surgeries.

Based on technology developed at the **Institut Pasteur** and **Institut Curie** (<https://diva.pasteur.fr/>), **AVATAR MEDICAL** uses advanced image processing algorithms coupled with virtual reality (VR) to transform medical images (e.g. CT-scans, MRI) into lifelike patient avatars. This vehicle grants surgeons an excellent understanding of their patients' pathology via an immersive and interactive VR experience. Our technology is meant to facilitate communication between radiologists and surgeons, allowing a more efficient and rapid surgical planning. Our technology has been recognized with numerous scientific and medical journal publications and **AVATAR MEDICAL** is a laureate of the prestigious BPI i-Lab Competition for innovative startup companies.

AVATAR MEDICAL's leadership team consists of passionate French and American co-founders with proven experience in tech entrepreneurship, sales, marketing and scientific research. Our technology, being commercialized between France and the USA, is developed by a talented team of physicists and software engineers who work closely with the **Decision & Bayesian Computation Laboratory** at **Institut Pasteur** (member of the **Paris Artificial Intelligence Research Institute, PRAIRIE**) and the **Breast Cancer, Gynecologic Cancer and Reconstructive Surgery Unity** at the **Institut Curie**.

We are recruiting a **Sales Director, Key Accounts** to sell AVATAR MEDICAL to public and private hospitals and medical schools in France and in Europe.

This position is a unique opportunity to contribute to the development of an innovative solution that can unlock the power of medical images for surgeons, patients and medical students, thus dramatically improving patient care.

Roles

- Participating to the sales strategy definition for the European market
- Participating to lead generation campaigns
- Signing pilots with leading hospitals in Europe
- Alongs with the Customer Operation team, participating to the successful implementation of the pilots
- Converting pilots into paying customers
- Contributing to the product roadmap by providing feedbacks from the customers

Expected Qualifications and Experience:

- Preferably a Master Degree
- 3+ years experience selling medical products to hospitals
- Excellent speaking and writing skills in French and English

You will be a good fit to join our team if:

- You want to contribute to an improved patient care
- You are looking for your next venture with an ambitious team



AVATAR MEDICAL

- You love to get the adrenaline coming from closing a new deal
- You enjoy spending time with healthcare practitioners and learning from them
- You have a geek side :-)
- You are a doer and are not afraid to get your hands dirty
- You are a team player and know how to best work as a team to close deals
- You are used to work remotely on different time zones

Contract Type

Contrat de consulting

ou Contrat à Durée Indéterminée (full-time permanent position)

Location

The position will be located at Institut Pasteur (25-28 rue du Docteur Roux, Paris, France) and will involve a lot of travel abroad including to the USA.

Remote Working

In light of the COVID-19 pandemic, the position will be partially remote depending on the sanitary situation in the Ile-de-France region.

Recruitment Process

The successful recruitment process will take place as follows:

1. Selection for a first informal interview with the VP Sales and Marketing
2. Selection for a second technical interview with VP Sales and Marketing and the CEO
3. Job offer

Contact

Please contact jobs@avatarmedical.ai with your

- Resume
- 3 References