

Co-Founder & Commercial Lead (m,f,d)



Location: Flexible, with a preference for residents near North Rhine-Westphalia, Germany.

At Medirion, we stand at the vanguard of healthcare innovation, harnessing artificial intelligence to advance early-stage detection of inflammation-related diseases. Our cutting-edge technology leverages extensive, patient-centric data to generate expansive datasets crucial for training advanced AI systems. These systems are pivotal in discovering new disease correlations, dramatically improving patient outcomes, and continually pushing medical technology boundaries.

The Role: Join us as a Co-Founder and Commercial Lead, where you will be the driving force behind all our commercial activities. You will craft and execute our commercial strategy, fuel growth, and align our business successes with our bold innovative goals.

Your Path to Impact:

- **Drive Commercial Strategy:** Spearhead the development and execution of innovative commercial strategies that encompass sales, marketing, and pricing, directly contributing to our rapid growth.
- **Cultivate Key Partnerships:** Forge lasting relationships and build strong networks with pivotal stakeholders, solidifying our market presence and extending our reach.
- **Discover Opportunities:** Identify and pursue novel business ventures through strategic alliances and collaborative projects, setting the stage for breakthrough product developments.
- **Market Insight:** Utilize your analytical prowess to decode market trends and customer insights, leading the charge in creating state-of-the-art solutions that meet evolving needs.
- **Lead with Excellence:** Guide our dedicated sales team to exceed targets and foster a culture of success and continuous improvement, ensuring cohesive performance across all business facets.

What You bring to the Team:

- **Proven Leadership:** Show a track record of success in commercial roles, particularly where innovation and rapid growth are involved. Startup experience is highly valued.
- **Strategic Acumen:** Demonstrate your capability to develop and implement effective commercial strategies that resonate with market trends and consumer expectations.
- **Exceptional Communicator:** Your outstanding negotiation, communication, and interpersonal skills enable you to inspire and influence both internal teams and external partners.
- **Collaborative Expertise:** Thrive in a team-oriented environment, showcasing your ability to solve complex problems and drive projects to completion.
- **Adaptive and Agile:** You are known for your flexibility in navigating fast-paced and evolving business landscapes.
- **Language Proficiency:** You are fluent in both English and German, allowing for seamless communication in diverse settings.

Rewards and Benefits

- Competitive salary scale (TVL 11-13), with transparency on progression.
- Long-term incentives such as employer stock options (VSOP or ESOP).
- Comprehensive benefits package including health, dental, and vision insurance, plus support for work-life balance.

Join Us! Are you ready to impact global health outcomes significantly? Submit your application today at hr@medirion.eu. Include your resume, and your vision for the role, together with any relevant project examples.

Let's transform the future of healthcare together.