

Full-time

## Chief Commercial Officer(f/m/d)

**About us:**

**We are ki elements.**

ki elements is a Saarbrücken-based start-up company that uses artificial intelligence to improve diagnostics and therapy. At ki elements we work with leading companies in the pharmaceutical industry to collect and process patient generated speech and language data. We are looking for a Chief Commercial Officer (CCO) to accelerate our commercialization.

**Join us as CCO (f/m/d) on a full-time basis in Saarbrücken or remote.**

**Context of the role:**

The role is a newly created role within the management team of ki elements. We are currently about 15 employees with a strong focus on technology, data science and product development. In order to achieve the next milestones in our company evolution we are now ready to accelerate our business growth. Therefore, we are looking for a CCO (f/m/d) who is leading the sales team and our activities in business development, sales and marketing.

**Your role:**

- Your responsibility is to create and execute the overall commercialization strategy for our products and lead the sales and marketing team at ki elements
- You identify and analyze our current and potential customer segments and create tailored marketing and sales activities
- Jointly with our CMO (Chief Medical Officer) you approach pharmaceutical companies and memory clinics to explain them how our products can support them in their clinical trials for drug development and collecting data for patient treatment
- You close sales, partnerships and collaboration deals with our customers and ensure the product implementation runs smoothly in the after-sales phase
- You create awareness about ki elements in general and our products specifically in the relevant expert groups and disease associations
- Jointly with the management team you set up a strategy for our international expansion

**Your profile:**

- You have profound professional experience in creating and executing sales and marketing strategies in the healthcare/medical/pharmaceutical industry
- Ideally, you gained first hands-on experience in selling a technical product (platform/mobile/app-based) to customers in the healthcare sector
- You are experienced in using a variety of marketing methods (channels, formats,...) for business/public sector clients as well as private customers (B2C)
- You have a deep understanding of our customers' pain points and know how to address various professional groups in the health/medical/pharmaceutical/science community
- You are passionate about technology (with focus on artificial intelligence) and strongly believe in the benefits of digital solutions in the healthcare sector
- Ideally, your academic background is in business, economics or medicine.

**What we offer:**

- Become team member of a purpose-driven company with exciting challenges ahead
- Enjoy the spirit of a fast-growing technology start-up
- Competitive compensation (including profit-sharing)
- Information about our core values as well as perks & benefits can be found here: <https://ki-elements.de/en/about-us/>

**Sounds interesting?**

Get in touch and send us meaningful documents including curriculum vitae and earliest possible starting date to [jobs@ki-elements.de](mailto:jobs@ki-elements.de).

We are looking forward to your application!