

Open position : Business Developer – Data Mining Consultancy Services

DNAlytics at a glance

DNAlytics develops and markets precision medicine solutions based on a data mining platform. The development of such solutions consists in identifying new sets of biological markers and predictive models for medical decision support (diagnosis, prognosis or treatment response) and building the necessary software to make these solutions effective. The company's mission is to improve patients' health, healthcare systems sustainability and industry products positioning. DNAlytics's vision is to see its solution implemented in routine care at an international scale.

DNAlytics has been the first company to market a **data-driven** precision medicine solution in rheumatology in Europe. It has been awarded several prestigious prizes from entities such as IBM, Microsoft, the MIT or the European Union. DNAlytics also has an excellent track record of working for international customers.



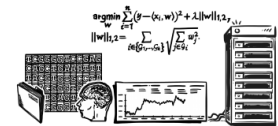
DNAlytics has product lines in **oncology** and **rheumatology**. Since its onset in 2012, it has also conducted a consulting activity in the field of data mining for pharma, biotech and IVD companies as well as academia. **This activity is mainly a scouting activity for new product leads and ensures regular revenues as well.**



Colonokit, a diagnostic solution in Oncology



Rheumakit, a diagnostic solution in Rheumatology



Data mining consultancy services

Open position as Business Developer for the Data Mining Consultancy Services

Starting from 2017, DNALytics dynamic 6-people team will grow to rapidly reach 10 people, and up to 40 in 2022. The team will be reinforced in highly multi-disciplinary skills. We are looking for motivated and highly competent colleagues to join us and complete the team in terms of data scientists and IT profiles, business development capacity (link with KOLs, out-licensing and partnerships, reimbursement, sales), quality management, and operations. Most positions are intended to be based mainly in our headquarters at Louvain-la-Neuve, Belgium.

In that context, we are currently looking for a key person in a **technical/commercial** position to **boost the activity of our data mining consultancy services**. This position is part of the business development team of DNALytics, and has connections with the top management and the data science and IT team.

Responsibilities:

1. Sales of data mining based projects in the context of precision medicine solution developments.
2. Projects follow-up.
3. Data mining services branding / communication
3. Promote value-based selling to strike win-win deals for the customers and the company.
4. Maintain good relationship with existing and former customers.
5. Ensure the development of the reputation and visibility of the company with respect to its data mining expertise in the field of precision medicine. For example by participating to congresses, manage social network communication, ...

Tasks:

1. Increase the customer base by selling data mining based projects in the context of precision medicine solution developments. Customers are typically pharmaceutical, biotech, and In Vitro Diagnostic companies as well as academic teams, mainly in EU and the USA
2. Be the link between the prospects / customers and the data scientists and IT team in order to ensure the sales process (project definition) and project follow-up.
6. Remain up-to-date with the industry trends in precision medicine and predictive modeling.

Diploma's / degrees:

- Master degree in either engineering, computing science or management sciences, or equivalent.
- Degree or training in sales.

Experiences:

- Equivalent technical-commercial position in another innovative company.
- Proven track record in consultancy / project / service sales development.

Other skills:

Languages:

- Fluent oral/written English required ;
- Fluent oral/written French required ;
- Fluent oral/written Flemish desirable.
- Other languages are a plus.

Computer:

- (Libre/Open) Office softwares (word, excel, ...)
- Simple use of Linux/Unix is a plus.
- LaTeX-based text edition.

Other:

- Be knowledgeable in data science / data mining / machine learning / statistics.
- Very strong communication skills
- Show good team spirit but sufficiently autonomous to evolve in a dynamic startup
- Regular short-term travels are required

To join DNALytics and to know more about these positions, go to <http://dnalytics.com/corporate/careers/> or contact careers@dnalytics.com