



Business Development Manager

As a Business Development Manager, you will play a crucial role in driving our company's growth by identifying new business opportunities, forging partnerships, and expanding our customer base. You will be instrumental in promoting our products to healthcare providers, hospitals, clinics, and other relevant stakeholders. This role will report to the Vice President of Commercial.

Role and Responsibilities

Business Development:

- Identify and support opportunities for business expansion within current customers.
- Identify and evaluate opportunities to feed sales funnel that are aligned with the strategic priorities of the company
- Inform and build SAINT programs by providing referral program guidance and support, patient identification support and ongoing education and awareness to ensure a healthy patient pipeline
- Build strategic relationships with key decision-makers and stakeholders.
- Develop and execute business development strategies to achieve company sales goals and objectives.

Sales:

- Drive the sales process from lead generation to closing deals.
- Present our products to prospective clients through presentations, demonstrations, and consultations.
- Support contracts and terms of sale in accordance with company policies.
- Provide post-sales support and maintain relationships with clients to ensure satisfaction, retention and growth.

Market and Product Insights:

- Gather market intelligence and customer feedback to inform product development and marketing strategies.
- Monitor industry trends and competitor activities to identify opportunities and threats.

Collaboration:

- Work closely with the marketing team to develop promotional materials and campaigns.
- Collaborate with product development teams to relay customer insights and contribute to product improvement.
- Work closely with Project Management to streamline processes and deliver complex business opportunities in a timely manner.

Skills and Qualifications

- Bachelor's degree required
- Proven experience in sales and business development within the MedTech industry, preferably with start-up or high-growth companies.
- Strong understanding of healthcare industry regulations and compliance requirements.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and as part of a cross-functional team.

Salary Range: \$120,000 - \$180,000 Annually

Company Statement

Magnus is a venture-funded medical devices startup based in the San Francisco Bay Area, led by industry veterans, and committed to development of novel neuromodulation technology for personalized treatment of psychiatric and neurological disorders.

We are deeply committed to integrity, kindness, and communication, and these principles govern how we will build our team and operate the company.

Magnus is an equal opportunity employer. We value diversity and are committed to creating a positive, inclusive environment for all employees.

Contact: jobs@magnusmed.com