

Business Developer – Enterprise Healthcare Sales (AI Medical Imaging)

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SycAi Medical is a startup developing AI-powered Software as a Medical Device (SaMD) for the early detection of cancer using medical imaging. Our technology supports clinicians by detecting subtle imaging patterns that may indicate early-stage cancer in the abdomen, helping improve diagnostic accuracy and patient outcomes.

We are a pioneer in abdominal medical imaging AI, with patented technology and regulatory-cleared products already in the market. Our solutions address a clinical space where few direct competitors currently operate, positioning us at the forefront of a new category of AI-driven diagnostic tools.

We are looking for a Business Developer with experience in enterprise healthcare sales to lead commercial expansion with hospital groups, radiology networks, and healthcare systems.

Role Overview

You will be responsible for building and managing the commercial pipeline with large healthcare organizations, leading the sales cycle from initial engagement to pilot programs and long-term contracts. This role requires the ability to navigate complex hospital environments and engage with both clinical stakeholders (radiologists, innovation teams) and administrative decision-makers (hospital management, procurement, and IT departments).

Key Responsibilities

- Develop and execute a B2B enterprise sales strategy targeting hospital groups, radiology providers, and healthcare systems.
- Identify and engage key stakeholders including radiologists, CMIOs, innovation leads, and hospital executives.
- Lead the full enterprise sales cycle: prospecting, product demonstrations, pilot design, negotiation, and contract closure.
- Build strategic partnerships with distributors, healthcare providers and imaging networks.
- Work closely with clinical, regulatory, and product teams to align market needs with product capabilities.
- Represent the company at industry events, conferences, and healthcare innovation forums.

Requirements

- 3+ years of experience in enterprise sales or business development in healthcare, medtech, or digital health, preferably in a startup.
- Experience selling solutions to hospitals, health systems, or radiology networks at a global scale.
- Strong understanding of hospital procurement processes and long B2B sales cycles.
- Experience with AI, medical imaging, SaaS, or medical devices is highly desirable.
- Willingness to travel globally up to 50% to meet clients, attend industry events, and support commercial expansion.
- Excellent communication and negotiation skills in English.
- Speaking German or Italian is a plus.
- Self-driven and comfortable operating in a fast-moving startup environment.

What We Offer

- A key commercial role in a mission-driven company focused on early cancer detection.
- The opportunity to work with cutting-edge AI technology in medical imaging.
- Direct impact on company growth and international expansion.
- Hybrid model Competitive salary with performance incentives
- Flexible, collaborative startup environment.
- Join us in helping bring AI-driven early cancer detection to hospitals and clinicians worldwide.