

# Join us and build the future of healthcare

## Europe Sales Representative

Metz, Paris, Remote CDI



Apply today at  
[recrutement@i-virtual.fr](mailto:recrutement@i-virtual.fr)

# Why should you join i-Virtual ?

**Take part** in the e-health revolution by joining a dynamic start-up in HealthTech.

i-Virtual develops **innovative solutions for measuring vital signs** by camera, aiming at improving access to healthcare and helping millions of patients in France and around the world.

i-Virtual is the **only company in the world to have obtained CE Ila marking** for this type of device and is the only one to be able to integrate the patient pathway.

**Grow** within an innovative company that gives meaning to its daily missions, through its ambition and values and where **autonomy, trust** and **solidarity** dominate. i-Virtual offers you a pleasant, dynamic working environment and numerous benefits: lunch vouchers, company health insurance and an onboarding program.

**Join** a team of 14 people committed to revolutionizing healthcare.

If you join us now, you'll be helping to build a future global leader!

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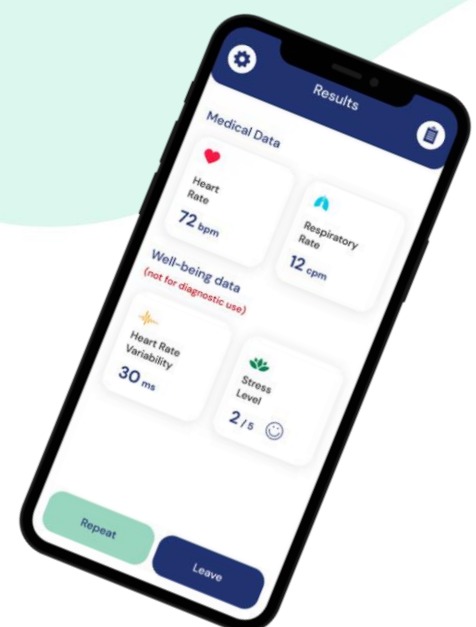
Paris, Metz  
or Remote



An immersion in  
cutting-edge  
technology



A passionate and  
adventurous team



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We are seeking a **highly motivated and experienced Sales Representative** to join our dynamic team, as we expand our presence in the European region. As a Sales Representative, you will play a pivotal role in driving the growth of our business. You will be responsible for:

- Defining the sales strategy
- Developing and implementing strategic action plans to achieve sales targets

## Job description

Main tasks:

- Develop and execute sales strategies to drive revenue growth and market penetration in the European region
- Measure and manage key business KPIs (OKRs). Analyse, review and report on sales performances
- Manage key accounts. Negotiate and close deals while ensuring customer satisfaction and long-term relationships
- Build and maintain strong relationships with key stakeholders, decision-makers and influencers in the healthcare industry
- Identify missing processes and create best practices to ensure sales growth
- Collaborate with other lines of business (marketing, customer success) to ensure smooth sales processes, high retention, effective marketing campaigns...

## Preferred skills & qualifications

- Previous experience as a Sales Representative in International context
- Proven track record of success in B2B sales, preferably in the healthcare, insurance or medical device industry
- Excellent communication skills, including the ability to teach and motivate your peers to go the extra mile
- Self-starter with a results-oriented mindset and the ability to work independently in a fast-paced startup environment
- Fluent in English and French
- Strong prioritization skills with a demonstrated ability to effectively manage multiple activities simultaneously