



NEC Laboratories Europe is the European research center of the NEC Group, a world leader in the computer and communications markets with a large world-wide base of R&D Laboratories. Top researchers from more than 20 countries develop, pilot and bring to reality technologies through open innovation.

NEC Laboratories Europe has an immediate opening for a

Digital Health Business Development Specialist

[ref: 1807-302-SML]

You will interact with and link together NEC's international team of researchers, the strategy office NEC's corporate business development division as well as product managers and sales engineers with the objective to create novel solutions generating new business in the area of Digital Health.

You will gather business intelligence and define solutions that meet customer expectations by thorough investigation of the market and customer needs (primary market research, customer hearings, etc.).

You will be responsible for increase of technology transfer rates from the labs, strategic planning (market strategy and business plans), creating and shaping value propositions, generating leads as well as procuring and managing Proof of Concepts (PoCs).

English is the working language in the Laboratories. Initially, the position is limited to two years.

Desired Skills and Experience:

- Business modelling and business case analysis
- Analytical skills and the ability to recognize the demands on the side of the clients
- Strong skills in B2B client presentations and workshop delivery
- Strong presentation skills and the ability to articulate complex concepts to cross functional audiences
- Solid knowledge about or practical experience with machine learning and data analytics technologies is a plus
- Experience in the biomedical domain is a plus
- High intercultural sensitivity

We are looking for individuals with qualifications in marketing, business administration or communications (e.g., MBA) and a background in relevant technical or medical areas (e.g., master's degree or a PhD).

Please send your application by **31 October 2018** electronically via the applications web system <http://www.neclab.eu/jobs/> with reference to **[1807-302-SML]**.

For questions, please contact:
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