JOB OPENING

Business Developer – DACH, Benelux, UK & Nordics

November 2026

Permanent / Home-based in DACH, Benelux, UK or Nordics / Start: as soon as possible

Why this role

During CPR, chest compressions are measured and coached. Ventilation, just as vital, is still delivered blind. Yet getting it right is linked to up to three times higher survival after cardiac arrest. We are changing that, and we are looking for the person who will lead it across Europe.

About Archeon Medical

Founded in 2018 in Besançon, France, Archeon Medical develops EOlife® and EOlife X®, the first Ventilation Feedback Devices for manual ventilation. They show rescuers, breath by breath, whether the ventilation they deliver is right: EOlife® during CPR, EOlife X® in training.
EMS agencies, hospitals and training centres in more than 15 countries use our solutions, and our US subsidiary, opened in 2024, is growing fast. Europe is next.

The role

This is not a "manage the region" job. Reporting to the Sales Director and working closely with the CEO, you will be our first seller in Europe, home-based within DACH, Benelux, the UK or the Nordics, near an international airport. Your mandate: open our core markets, starting where your network gives the fastest wins, and close the deals yourself, building on a sales playbook already proven in the US. Travel is significant: customer sites, evaluations, congresses.

What you will do:

- ▶ Open doors. Turn your network into meetings, demos and first evaluations within weeks, then open the accounts where you know no one
- ▶ Create demand for a new practice. Win over medical directors, KOLs and reference centres, and turn them into champions who unlock the next accounts
- ▶ Own the full cycle. Prospecting, demo, on-site evaluation, business case, tender and closing
- ▶ Demo, demo, demo. Put the device in clinicians' hands as often as you can: the demo is our strongest argument
- ▶ Grow what you open. Expand from one team or station to the whole organisation, and work hand in hand with our distributors in other European markets

Archeon Medical, 2 Chemin des Aiguillettes, 25000 Besançon, France
Phone: +33 (0)3 81 66 23 80

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Who you are

- ▶ 10–15 years in medical devices, ideally in resuscitation, ventilation or emergency care
- ▶ An address book you can use on day one: EMS medical directors, ambulance services, resuscitation and critical care KOLs, training centres
- ▶ You have opened a country or region from scratch, not only managed existing accounts
- ▶ You know how EMS systems and public procurement work in your markets (Rettungsdienst, Ambulance Trusts and their equivalents) and how to work with distributors
- ▶ A hunter at heart, entrepreneurial and organised, comfortable as the first seller in the region
- ▶ Professional English; German and/or Dutch strongly preferred; French a plus

Why join us?

- ▶ A product that is creating its category, with real clinical impact and a story clinicians want to hear
- ▶ A true build role: your markets, your plan, direct access to the CEO and founders
- ▶ A human-sized international team across France and the US

Compensation: competitive fixed salary plus a significant, uncapped variable with accelerators

Our process

1. A conversation with our Sales Director and CEO
2. A 48-hour case study: your 90-day plan for your priority markets
3. A presentation to the leadership team
4. References and a final discussion

Ready to open Europe? Send your CV and a few lines on the organisations you would call in your first 30 days, and who you know there: Application link

Archeon Medical is an equal opportunity employer.

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