



## MARKETING SPECIALIST

LOCATION	14 rue Sthrau, 75013 Paris
CONTACT	job@damae-medical.com
CONTRACT	CDI - permanent contract
STARTING DATE	ASAP

### What do we do at Damae Medical?

Damae Medical is reinventing skin imaging, revolutionizing the screening, management, and follow-up of skin cancers (melanoma and carcinoma) with its deepLive™ solution, which provides an accurate, fast and reliable optical examination without performing a biopsy.

CE marked, the deepLive™ medical device is based on LC-OCT (Line-field Confocal Optical Coherence Tomography) proprietary optical imaging technology that provides 3D images of the different layers of the skin at the cellular level, complemented by several software and Artificial Intelligence (AI) modules. This innovation is protected by 6 patent families and has already been published in more than 80 scientific and medical publications.

Present in 10 countries and used in more than 30 world leading centers, deepLive™ transforms the daily practice of dermatologists making the management of skin pathologies efficient, reassuring, and non-invasive for the patient. The product is also used by leading cosmetic and pharmaceutical players for research and evaluation purposes.

Based in Paris, Damae Medical currently employs 30 people driven by innovation and continuous improvement. Winner of several innovation awards (MIT Technology Review, Bpifrance, European Commission), the company has been able to invest more than €20 million since its creation in 2014.

Welcome to a world where you can see beyond appearances!





## Join us as a Marketing Specialist!

Among the **Marketing team**, you play a key role to shape our value, create a better understanding of the Skin Imaging market and ensure customer adoption through very broad responsibilities.

### What will you do?

- Build **market studies** to prioritize key markets
- Segment the market to **define targets**
- Understand **customer driving forces** and define customer **personas**
- Create with the team the **right messages** for our offers
- Create **specific content** for our targets
- Build our **Inbound Marketing** and our lead management process with a data driven approach.
- Develop the lead generation, nurturing, scoring, routing and recycling **processes**
- Work closely with the **Sales team** to efficiently share Marketing Qualified Leads.
- Work with the **Communication team** to ensure a consistent messaging
- Develop our product reach and help organize **events, congresses and trainings**

You are a key member of an Agile team, regularly delivering and improving.

On top of a team of passionate co-workers, you will benefit from:

- A **close proximity with dermatologists**, including immersions in clinical sites
- Many **team events**: after-works, restaurants, barbecues, winter/summer meetings
- Participate to **various congress and events**
- **Ability to work remotely** if needed

### What profile are we looking for?

Master's degree (or equivalent) in Business / Biomedical / Engineering or related

Qualifications/Requirements:

- You have 2 years of experience in the Marketing field, preferably in the medtech sector or equivalent
- Willingness to travel
- Excellent presentation skills
- Excellent writing skills (English and French)
- Fluent in English and in French
- Excellent interpersonal skills

Desired skills:

- Passionate about technology and innovation applied to medical domain
- Rigorous and creative, you are also proactive and you take the lead to solve encountered issues
- Sharp, synthetic, open minded, curious, autonomous, team player

**Apply via email with reference 22 015 to [job@damae-medical.com](mailto:job@damae-medical.com)**