



# Kayentis

Dedicated to eCOA & Patient Engagement

## Technical Presales M/F – Grenoble or Boston

**KAYENTIS** is a software solutions provider specialized in pharmaceutical clinical trials.

Our core competence is in patient data capture and processing (eCOA) solutions.

With 14 years of global experience in eCOA, Kayentis has supported more than **200 clinical trials** in **75 countries** with more than **70,000 patients**. Its head office is located in Meylan, near **Grenoble**; Kayentis is also present in **Boston** and we have opened a subsidiary in **Tokyo** in 2020.

Joining Kayentis' teams means choosing a fast-growing company committed to improving clinical trials and the **well-being of its employees**.

**KAYENTIS** is growing! Develop your career with us!

Join an international, cohesive and dynamic team and develop new skills!

The **Technical Presales permanent position** is based near Grenoble (France) or in Boston (US).

The position reports to the CEO (acting as VP of Sales). The technical presales supports the whole sales process by acting as a technical adviser on clinical project management and Kayentis solutions matters.

### **Your Role and Responsibility:**

As the technical expert, part of our Sales team, you understand the full potential of our technology and the trends in our markets to efficiently support the sales team in the pre-sales and sales phase. You interact and interface with the relevant department of the company as well with customers in order to propose the best technical solution to fulfill the customer's needs.

- ✓ You support the sales team technically by being the technical trusted adviser, discussing as well with customers on the technical counterpart
- ✓ You are in charge of piloting RFIs with the sales team, also assist the sales team with RFP on technical topics as often as needed, while sales team is in charge of the commercial offer from the draft to the closing.
- ✓ You support offers on the technical side
- ✓ You participate in Bid defenses and represent Clinical project management
- ✓ The technical presales is a key role in supporting the sales team in the deal closing
- ✓ You prepare and run some demonstrations, and workshops, and answer technical questions
- ✓ You occasionally may participate to trade shows and fairs with sales team
- ✓ You are in charge of building a knowledge database used to facilitate RFIs
- ✓ You interact with the different stakeholders of the company

### **Your profile :**

- ✓ You have a master's degree in health science, biology or equivalent
- ✓ You own a strong knowledge of clinical trials and clinical project management and clinical trial market



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- ✓ You have an experience in the software technology field including two or more years in sales consulting and engineering
- ✓ You have excellent relationship and interaction with various team
- ✓ You must have strong written and verbal communication skills
- ✓ You are customer oriented. You know how to analyze the needs of a prospect / customer and propose the most appropriate solution
- ✓ You are open to travel worldwide
- ✓ You are fluent in English

## Your benefits :

- ✓ Meal vouchers
- ✓ Flexible working hours
- ✓ Bonuses
- ✓ Bicycle allowance

Are you interested in this opportunity? Contact us and send us your CV at [career@kayentis.com](mailto:career@kayentis.com)

For more information about **Kayentis**, visit our [career page](#), or have a look at our [employee satisfaction survey results](#). Make sure to follow us on the social media platforms below for the latest news and updates about **Kayentis**:

