

TECH SALES ENGINEER / BUSINESS DEVELOPER - SHANGHAI

EURIS is a French IT group specializing in the healthcare industry, working with multinational companies such as Sanofi, Air Liquide, L'Oréal, and others. With expertise across the entire IT value chain (software integration, development, and hosting), EURIS operates through two Business Units:

- Health Digital Solution: SaaS provider and integrator, offering commercial and marketing excellence solutions to global Life Sciences companies.
- Health Cloud: Compliant Cloud solutions for hosting sensitive healthcare data.

EURIS Health Digital Solution's core competency lies in the development and integration of SmartReps®, a healthcare CRM & MCE (Multichannel Engagement) platform. Recognized annually in Gartner's Market Guide for Healthcare CRM, EURIS is one of the few providers offering a complete functional scope and global scalability (with the solution used in 50+ countries).

EURIS has been present in China since 2012 and targets the APAC market from its Shanghai office. This job description is for a Tech Sales Engineer or Business Developer position at EURIS Health Digital Solution in Shanghai. We're looking for talented individuals who want to join an innovative, international company in a fast-growing industry.

JOB DESCRIPTION



Under the Global Sales Director's supervision, you will join our Shanghai team to drive EURIS' business development across Asia. After a period of training, you will be in charge of growing your Pharma B2B network, generate sales opportunities and complete the different steps of the sales process until signature.

- **Business development:** Lead prospection (cold calls, networking, meetings) to generate sales leads.
- **Pre-sales:** Participate in pre-sales meetings, present demos and draft commercial proposals
- **Closing:** Support C-level discussions, contract negotiations, and deal closing
- **Reporting:** Maintain accurate sales reporting (CRM, sales reviews...), interact with project and technical teams
- **Roadmap and improvements:** Propose product improvements according to prospect interest & market trends.
- **Account development:** Collaborate with project teams to boost upselling, grow and retain existing accounts

EXPERIENCE & PROFILE

You are a **fast learner**, **autonomous**, **organized**, and **proactive**, with a strong team spirit. Your **business-oriented mindset** and genuine interest in **IT and the life sciences sector** will help you grow your network

- 2 years' experience, preferably in B2B Commercial Role
- Fluent in English
- Master's in Business or Engineering
- Chinese National or Eligible to Chinese Work Permit (2+ years' experience or Top Chinese University Diploma)
- Already based in China or with a strong past experience in China
- (Plus) spoken languages: Chinese, French
- (Plus) past experience: SaaS in sales or project, Pharma commercial excellence

OTHERS

Working location: WE International hub, Room A442, No.208 Wending Road - Shanghai - China

Please send your applications to anny.tang@euris.com or on [WeChat](#) (ID: Nytang89)