

Channel Partner Manager - Europe

Industry: HealthTech & AI

The Company

Founded in 2018 in Brest, Orikio is a fast-growing HealthTech company on a mission to redefine the safety and well-being of vulnerable individuals. Thanks to our cutting-edge, AI-powered audio technology, we enable care facilities (nursing homes, disability care centers) and home care providers to instantly detect critical situations, such as distress, falls, or calls for help.

Our technological innovation is designed with a human-centric approach, restoring peace of mind to caregivers and dignity to residents.

Following strong initial commercial success across several European markets, Orikio is now accelerating the expansion of its international partner network.

Your Role

As Channel Partner Manager, you will be responsible for developing and driving our partner network across Europe.

You will wear multiple hats, acting simultaneously as a partnership developer, business advisor, and marketing coordinator.

Your Responsibilities

1. Identify, Assess, and Recruit Strategic Partners

- Identify, qualify, and approach relevant partners in target markets, and assess their operational capabilities.
- Build trust-based relationships with distributors, integrators, and key industry players.
- Structure and negotiate partnership agreements.
- Define collaboration models and aligned business objectives.

2. Onboard and Enable Partners

- Support partners through their initial sales cycles.
- Attend strategic client meetings and negotiations when necessary.
- Co-host webinars, events, and lead-generation initiatives.
- Train partner teams and gradually empower them to operate autonomously.
- Act as the bridge between the field and Orikiio's specialized departments (Marketing, Support, Product) to streamline rollouts and share feedback for improvement.

3. Drive Business Performance and Market Monitoring

- Work closely with partners to meet and exceed sales targets in your region.
- Monitor growth KPIs, including pipeline, activation, rollouts, and managed revenue. Conduct regular performance reviews.
- Adjust action plans or collaboration models based on results, with the ability to offboard partners when key milestones are not met.
- Actively monitor the healthcare and eldercare ecosystems in each target country.

4. Shape and Structure the Channel Model

- Participate in the continuous improvement of channel tools and playbooks.
- Contribute to structuring Orikiio's global partnership models.
- Gather and report market insights.

Your Profile

- Experience: Minimum of 5 years in business development or partnership management (B2B tech/healthcare preferred).
- Entrepreneurial Mindset: Self-motivated, field-oriented, and results-driven. Comfortable in fast-paced environments, you are equally adept at hunting for new partners and nurturing them for long-term growth.
- Data-Driven: Meticulous in execution, able to set shared objectives, track KPIs, and make performance-based decisions.
- Languages: Fluent/Bilingual English is essential. Proficiency in another European language is a strong asset.

What We Offer

- A strategic role in building Oriki's European footprint.
- The opportunity to join at a pivotal growth phase.
- A high degree of autonomy.
- A collaborative, entrepreneurial, and international environment.
- Technology with a profound human impact.

Location & Terms

Location: Based in Europe (Paris is a plus). Regular travel within the region is to be expected (20-40% of the time initially).

Compensation: Competitive salary commensurate with experience.

Remote working flexibility, meal vouchers, premium health insurance (Alan), and RTT.

Interested in this role? Please send your application to: laurie-anne.serpe@orikio.com