

Key Account Manager

Industry: HealthTech & AI

About Orikio

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.

To support our ongoing growth, Orikio is currently looking for a Key Account Manager.

Your Role

As a Key Account Manager, you will serve as a strategic partner to our major clients. You will manage complex sales cycles and drive the visibility of our solution among national decision-makers.

Business Development & Deal Structuring

- Identify and engage C-level and high-level stakeholders (Senior Management, Innovation, Operations, Medical, and IT Departments) within non-profit organizations (NPOs), private commercial groups, and public institutions.
- Analyze prospect needs to co-develop tailored, bespoke solutions.
- Structure and negotiate high-impact framework agreements, ensuring long-term, mutually beneficial collaborations.

Account Management & Operational Excellence

- Coordinate solution rollouts at client sites, collaborating closely with Customer Success and technical teams to ensure seamless adoption.
- Monitor performance indicators (KPIs), prepare activity reports, and oversee invoicing.
- Turn every contract into a long-term partnership built on trust through regular follow-ups, a deep understanding of market trends, and strong client relationships.

Brand Advocacy & Market Presence

- Anticipate industry trends and actively contribute to shaping the company's commercial strategy.
- Promote Orikiio's vision at strategic industry events to raise market awareness about the benefits of our AI-powered monitoring acoustic technology.

Your Profile

- Experience: Proven track record in the healthcare sector or in public policies related to independent living, backed by a strong professional network. Experience selling complex B2B or SaaS solutions within healthcare/healthtech is highly desirable.
- Interpersonal Skills: Outstanding relationship-builder, able to navigate multi-stakeholder environments and effectively influence C-level decision-makers.
- Execution: Meticulous in day-to-day operations while maintaining a sharp strategic overview.
- Mindset: Highly motivated by fast-growing, entrepreneurial environments.

Location & terms

Based in Paris. National travel is to be expected.

Compensation: Competitive salary commensurate with experience.

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

Are you interested in this role? Please send your application to the following email address: **laurie-anne.serpe@orikio.com**