Sales Development Representatives (SDR) - Healthcare AI | DACH & France (2 positions)

Location: Barcelona or remote (depending on the candidate)

Sycai Medical is a startup developing AI-powered Software as a Medical Device (SaMD) for the early detection of cancer using medical imaging. Our technology supports clinicians by detecting subtle imaging patterns that may indicate early-stage cancer in the abdomen, helping improve diagnostic accuracy and patient outcomes.

We are a pioneer in abdominal medical imaging AI, with patented technology and CE-marked (MDR Class IIb) products already on the market for pancreas and liver. Our solutions address a clinical space where few direct competitors operate, positioning us at the forefront of a new category of AI-driven diagnostic tools.

As we scale our commercial team across Europe, we are hiring **two Sales Development Representatives**, one for each of the following markets: **DACH (German) and France (French)**. This is a great opportunity for early-career professionals who want to start or grow their career in healthcare technology sales.

Role Overview

As an SDR, you will help Sycai open conversations with hospitals in your market. You will identify the right healthcare organizations, reach out to clinical and administrative stakeholders, and present our solutions through product demonstrations. You will receive full training on our products, their clinical value and our sales process. You will report to the Head of Sales and work as part of a language-based SDR team covering key European markets.

Key Responsibilities

- Research and identify public and private hospitals, hospital groups and radiology providers in your market.
- Reach out to radiologists, heads of radiology, HPB specialists, innovation leads and hospital management by email, phone and LinkedIn.
- Deliver product demonstrations in your local language, after full training on the product and its clinical value.
- Qualify opportunities by understanding each hospital's needs, decision-makers and buying process.
- Keep HubSpot up to date with accounts, contacts and activities.
- Help adapt outreach messages and demo materials to your market, together with the commercial and marketing teams.
- Stay informed about your local market: key hospital networks, opinion leaders and relevant events.

- Support attendance at congresses and industry events in your region when needed.

Requirements:

- 0–2 years of experience in sales, business development, customer-facing roles or internships, ideally in healthcare, medtech, digital health or B2B SaaS.
- **Native or full professional proficiency in German or French** (depending on the market you apply for), and fluent English.
- Strong communication skills and confidence speaking with professionals by phone, email and video call.
- Familiarity with CRM or prospecting tools (HubSpot, Apollo, LinkedIn or similar) is a plus; full training will be provided.
- A degree in life sciences, biomedical engineering, business or a related field is a plus.
- Interest in medical imaging, AI or healthcare.
- Organised, curious, resilient and eager to learn.
- Self-driven and comfortable in a fast-moving startup environment.
- Start date: January 2027.

What We Offer:

- An excellent entry point into healthcare technology sales, with hands-on training and fast learning in a growing company.
- The opportunity to work with cutting-edge AI technology in medical imaging, in a mission-driven company focused on early cancer detection.
- Structured onboarding on product, clinical value, demos and sales playbooks.
- Clear career path towards Business Development / Account Executive roles as the company grows.
- Flexible work setup: based in our Barcelona office (hybrid) or remote, depending on the candidate.
- Competitive salary with performance incentives.
- Flexible, collaborative startup environment.

Hiring Process:
Three interviews with the Sycai team, followed by a quick decision.

How to apply: Please send your CV and cover letter to info@sycaitechnologies.com, indicating whether you are applying for the DACH or France market.

Join us in helping bring AI-driven early cancer detection to hospitals and clinicians across Europe.