



Business Developer (M/F)

Company

Get Your Way is a startup specialized in **hospital pharmacy logistics**. Its mission is to **simplify and secure** logistical operations by providing ergonomic tools designed around the needs of chief pharmacists and field teams.

Already active in nearly ten Belgian hospitals, particularly in use cases such as medication distribution, inventory management, and goods reception. Get Your Way is now entering a new phase of **commercial deployment** and **expansion towards Flanders** and **Northern France**.

Mission

We are looking for an **experienced Business Developer** capable of laying the foundations for a sustainable sales dynamic and driving the company's international ambition. This role will be key in scaling Get Your Way both nationally and internationally.

The ambition behind this position is to structure our sales function and accelerate our development in Belgium and internationally, with an initial focus on Flanders and then France.

This is a highly operational role, requiring strong field involvement, resilience, and flexibility, while building and executing an effective commercial strategy to:

- **Close** deals quickly in the hospital sector
- **Develop a network** within hospital pharmacies in France and/or in Flanders
- Prepare and participate **international expansion**

Responsibilities

Short term (6–12 months)

- **Closing:** convert existing pipeline opportunities (hospitals in Belgium and France)
- **Prospecting:** initiate new commercial relationships, including internationally based on existing networks
- **Sales structuring:** build clear messaging, sales scripts, repeatable methods, and tracking tools
- **Distribution network development:** identify, qualify, and contract with logistics partners, then hospital partners internationally
- **Marketing & commercial communication:** co-build materials and campaigns with the team, support marketing efforts (messaging, proof points, use cases), and strengthen Get Your Way's visibility
- **Analysis & reporting:** track commercial KPIs and adjust strategy accordingly

Mid to long term (12–36 months)

- Build and manage the sales team (Account Managers, SDRs, etc.)
- Instill a strong sales culture across the company
- Support international expansion (Europe, then beyond)
- Contribute to strategic decisions regarding products and markets

Profile

We are looking for someone who:

- Has **more than 10 years of experience in B2B sales**, capable of managing a full sales cycle end-to-end and closing effectively
- Is **autonomous, structured**, and able to implement repeatable methods, tools, and processes
- Is **comfortable engaging with high-level stakeholders** (hospital management, procurement, distributors)
- Can operate in an **international environment**, with fluency in French and Dutch; English is a strong asset (or willingness to quickly improve)
- Is driven by **innovation**, enjoys **working in the field**, and wants to contribute to the **growth of a startup**

Valued Experience

- Experience in the hospital, pharmaceutical, **healthcare sector**, or another demanding technical environment is required
- Proven experience in a **startup or scale-up environment**, with the ability to build a sales function in a fast-growing context
- Experience in **international sales** (prospecting, managing clients or distributors outside Belgium), with ease in multicultural environments

Growth Opportunities

Get Your Way is a fast-growing startup, offering real and significant growth opportunities. This role provides the possibility to progressively expand responsibilities, manage a growing sales team, and play a leading role in the company's international expansion and overall growth.

Location & Mobility

The position is based in **Liège** (city center), with partial remote work possible.

Frequent travel is expected in Belgium, France, and/or internationally (clients, trade shows, partners).

Why join Get Your Way?

Joining Get Your Way means taking on a **strategic role** at the heart of a fast-growing tech startup. You will have the opportunity to build a scalable sales function, with significant **autonomy** to drive sales, develop high-level partnerships, and represent the company to hospital and logistics decision-makers. Your experience will be directly valued through **strong external visibility**, particularly at international trade shows and with strategic partners.

Beyond operational impact, this role offers fast and concrete **career growth opportunities** in a demanding and ambitious environment. You will contribute to **international** expansion, the creation of a sales team, and key strategic decisions. Joining Get Your Way also means contributing to a meaningful project with strong societal **impact**, improving traceability and working conditions in hospital logistics.

How to apply

Applications (CV and cover letter or statement of intent) should be sent to: n.dessambre@getyourway.be.

Recruitment process

1. **Initial interview** (video or on-site) to understand your background and motivations
2. **Meeting with the founding team** focused on your commercial skills, past achievements, and vision
3. **Practical exercise** (e.g. market approach plan) to demonstrate your methodology
4. **Final validation interview**, followed by a quick and transparent feedback

We place strong importance on clarity and responsiveness throughout the recruitment process to ensure a smooth and professional candidate experience.