

General Intro | Partner | Berlin

As our Partner, you will hold a key role within SILREAL and act as the “guardian” of our strategy, bringing a common thread to findings from any business development initiative and thus significantly developing the strategic direction of SILREAL and its initiatives in any business unit.

About Us

SILREAL GmbH is a consulting company specialized in the healthcare industry with a geographical focus on China. Complemented with profound experience as well as an established network of decision makers in the Chinese healthcare market, SILREAL accompanies European companies in their entrepreneurial business development as well as partnership building in China in order to realize sustainable success. SILREAL's services are also highly appreciated by public institutions such as the [German Startups Association](#), [Federal Ministry of Health](#) as well as [Fraunhofer Institute](#). Furthermore, we have successfully organized various events in the digital ecosystem, including [Sino-European Summit 2021](#).

What You Will Be Doing:

- Become a subject matter expert on our overall strategy
- Continually research and strategize for new business opportunities and target markets, including news, competitors and related contacts
- Be a strong sparring partner for the business development team and provide them with context for their sales strategy and operations
- Provide sparring to the business development team and develop market strategies that will attract and win clients
- Interact with key industry figures, clients, and prospective personnel at all levels, up to and including C-Level Executives from relevant organizations, and verify our strategic approach and use cases via expert interviews, focus groups and qualitative and quantitative market research
- Maintain existing and build new relationships with key stakeholders across international healthcare industries to validate your findings and assumptions
- Hold the ownership for all business development findings – be the main “holder” of strategic relevant-information and bring these into overall context, derive scalability and calculate market potential
- Oversee and drive the upcoming fundraising round, actively manage all related stakeholders and act as a strategic sparring partner and thought leader for our management

What You Will Bring To The Table

- You have 2+ years of project management experience in a top tier management consulting company in a client-facing role with experience in digital transformation, operations and strategy analytics
- You have ideally industry expertise in healthcare: pharma, medtech etc.
- You can identify specific needs and challenges in the healthcare industry and can translate these into market opportunities via well-defined hypotheses and use cases
- You have a demonstrated ability to engage through highly effective presentations and communications, with a mastery of Microsoft PowerPoint and Excel

- You have the leadership ability to forge strong executive relationships, collaborate with diverse peers, and manage the details on the ground
- You are a great problem solver with excellent analytical and decision-making skills, and have the ability to quickly build business cases and formulate commercial assessments on key business issues
- You have strong data analytical and financial modeling abilities and are fluent in both German and English

Don't Apply If

- You are not comfortable with ambiguity - we are in the process of crafting the future of personal health, which is a concept that is continually evolving. You will need to be someone who deals well with the unexpected and will actively enjoy helping to work out the right direction
- You are not a self-motivated individual who can bring constant energy to our teams in order to make our ambitious vision a reality
- You think that you need a large team to accomplish the tasks described above

What We Offer You

Aside from the people, the role, our culture, and our mission, we have countless other things that make SILREAL a pretty great place to work at:

- Option to get company equity share after 6 months
- We offer you the opportunity to work at the strategic forefront of healthcare transformation
- We will empower you to play a key role in regards to our overall strategy
- We offer you access to our unique network of international executives
- We invest in your personal and professional growth: let's define together your next development steps and get you there
- We enjoy spending quality time together at events such as Go Kart, Oktoberfest or sports activities

Next Steps

Are you looking for an exciting challenge? Come and join - we look forward to your application! In addition to your CV, please don't forget to tell us a couple of words about your motivation to join SILREAL and what your expectations are via hr@silreal.com