



## Business development in a HealthTech Startup

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OWKIN

Company: Owkin  
Period: 2019 – 2020  
Mentor: Meriem Sefta  
Location: Paris

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### Company

Owkin is an AI startup that builds machine learning tools to augment medical and biological research. Our proprietary platform, Owkin Socrates, integrates biomedical images, genomics and clinical data to discover resistance mechanisms and biomarkers associated with diseases and treatment outcomes. We build models that are as interpretable as possible, for a deeper understanding of the initial data. Through transfer learning, we push the intelligence of pre-trained algorithms into new models which will have a better predictive power from cohorts as small as 100 patients.

Owkin was founded by Thomas Clozel, MD and oncologist, and Gilles Wainrib, PhD in machine learning applied to biomedicine. Our team is international and multidisciplinary with exceptional talent in machine learning, data science, biology, medicine, operations and business. Our data scientists are among the best in the world, with several Kaggle Masters, and a DREAM Challenge top performer. We publish in ICML, NIPS and other top scientific journals.

### Project Description

Owkin is looking for a Master PIC Student to join its international Business team. Based out of Paris, your first main project will be to grow Owkin's partnerships with academic players, focusing on drug R&D.

### Methodology

To expand our network of institutional and private partners, the project will involve:

- Promoting the use of our new product Socrates : increasing the number of users, collecting feedback and setting up an efficient iteration loop to improve the product
- Deepening and expanding our network of institutional partners in line with our value proposition
- Selecting challenging live experiments: interesting diseases, exciting datasets, top partners

- Work closely with the product and R&D teams

### **Specific skills**

The successful applicant will actively participate in developing Owkin's business development strategy, in close collaboration with the R&D and Product teams. They will be passionate about innovation, information technology and analytics, and have:

- Strategic vision
- The ability to prioritize and juggle multiple work streams
- The ability to work in an international context
- Strong written and oral communication in French and English
- Selling/promoting skills: pushing AI in a medical environment can be challenging

In addition,

- Experience in product management is a plus
- Experience in computational life sciences is a plus (data science, bioinformatics, systems biology, etc.)
- Experience in drug development and sales in the pharmaceutical industry is a plus