myndland 易思腦科技股份有限公司 ExeBrain Co., Ltd.

Business Development Manager / Senior Manager, Partnerships and Licensing

Positions: 1

Engagement: Full-time employment; remote

Location note: Fully remote, and we are open to where you are based. Our team is in Taiwan, and your deals will span the US, Europe, and East Asia, with travel to partner markets as deals require. Working-hours overlap may be small, and we expect you to manage that actively: write things down so they can be picked up without you, and flag blockers before they become waiting.

Ideal profile: 5+ years closing B2B licensing and partnership deals in medical devices, digital health, or neurotech, with named deals you can walk us through

Why this business exists

Brain sensing hardware has become good and cheap. What the user gets back from it has not. Today's brainwave devices sense well and respond poorly, which leaves an industry full of sensors in search of a use case. We build the response half, we validate it, and we license it.

Myndland by ExeBrain designs brain health programs that B2B partners deploy under their own brand. A brain health program is a guided workout for the brain: a sequenced, multisensory experience that moves a person into a target state such as calm, focus, recovery, sleep, or memory. We bring the design and the proof. The partner keeps the product, the brand, and the customer.

Our programs are both engaging and effective, which are two separate hard problems: the session measurably moves the brain toward its target state, and the person comes back next week. They are designed by clinical psychologists, validated against brain activity through years of hands-on brainwave practice with patients, and protected by 10+ patents. That foundation is what you will be selling.

What you will sell

The deal is a white-label license: the partner embeds our programs in their own product, under their own brand, and owns the customer relationship end to end.

Your buyers are brainwave and biosignal device makers, clinic groups, senior care and home care operators, and fitness and wellness platforms. The conversation happens at founder and C-suite level, and the objections come from CTOs and clinical leads.

The role

You will run the full partnership cycle independently: identify and research targets, open cold conversations, run first meetings, shape licensing terms, and close. This is a senior individual contributor role for someone who wants to own a pipeline end to end, not manage one from a distance.

What you will do

- Activate your existing network to open doors and reach first deals fast, alongside new pipeline from research and cold outreach
- Research and qualify targets, run cold outreach to founders and C-level executives, and own the pipeline from first contact to signed agreement
- Structure and negotiate licensing, OEM, and white-label agreements end to end, from term sheet to signature
- Sell an emerging category through long deal cycles, building the buyer's frame of reference in every conversation
- Lead relationships across international markets, managing the cadence, decision timelines, and negotiation styles of each
- Hold the technical conversation with a CTO or clinical lead so objections get answered in the meeting, not deferred
- Bring market intelligence back: what you learn in the field informs pricing, packaging, and vertical priorities

What we are looking for

- 5+ years closing B2B partnerships in medical devices, digital health, or neurotech, with named deals you can describe: the counterparty, the stakeholders, the structure, and how long it took
- An existing network of decision-makers among hardware makers, clinic groups, care operators, or health platforms that you can activate from day one. We are hiring for speed to closed deals, and relationships you already hold are how that happens
- A track record selling to hardware makers, clinic groups, or care operators. Selling into hospitals through tender processes or into research labs is a different motion and does not transfer
- Closed licensing, OEM, or white-label deals specifically, not only direct product sales
- International BD experience across at least two of: US, Europe, Korea, Taiwan, China
- Full-cycle ownership: you have run deals from first contact to signature independently, without a team downstream of you doing the closing
- Ability to hold a technical conversation about brainwave (EEG) or biosignal products with a CTO or clinical lead without an engineer in the room
- English fluent at business negotiation level

This role is not a fit if

- Your experience is inside sales, SDR, or account management without closing ownership
- Your background is only pharma or hospital procurement

We state these plainly to save your time and ours.

Nice to have

- Titles held: Head of Business Development, VP Partnerships, Director of Strategic Alliances, Head of Licensing, or Senior BD Manager as an individual contributor
- Employers: EEG or wearable device makers, digital therapeutics companies, senior living or home care operators, fitness equipment brands, or health platform companies
- A track record that includes channel partnerships, revenue share, or co-development structures
- Korean or Mandarin language ability
- Comfort with long deal cycles; you do not need short-cycle wins to stay motivated

What we offer

- Competitive salary, equity participation, and full benefits, tailored to your experience and location
- Real commercial ownership: the deals you close are the company's growth, and your field insight shapes pricing and market priorities
- Clinical proof as your sales collateral: every program you sell carries validation evidence, a different selling motion from most enterprise BD roles
- Domain depth as your career asset: every deal cycle puts you at the front of brain health as it moves into devices, care settings, and fitness platforms worldwide. When AI makes generic selling skill cheap, domain knowledge is what compounds
- A natural path to leading the BD function as it grows. Results open that door; what earns it is bringing people together around a shared goal

How to apply

Send whatever best demonstrates you are a strong fit to ralph.huang@exebrain.com. Tell us about a licensing deal you closed: the partner, the structure, and how long it took from first contact to signature. A CV helps; what you have done matters more than where you have worked.

Applications are reviewed on a rolling basis. Shortlisted candidates will be contacted for an initial conversation.