



SEARCH SOLUTIONS

ITalent SA are search and recruitment experts for Executives, Managers and Technical Specialists positions.

We are recruiting on behalf of our client, a major international group, an experienced and qualified:

### **Senior Director Medical Device Business Development EMEA (M/F)**

#### **Mission**

The position objective is to develop across EMEA a new business capability recently acquired by our client, prepare its successful launch in EMEA, and build up an agile structure to rapidly expand such business with additional products. The position holder will have overall P&L responsibility for all products and services for EMEA as well as subsequent new Medical Devices products. S/he will directly manage a team of Key Account Managers.

#### **Key responsibilities**

- Establish the company as a recognized industry player in EMEA by creating company's image, presence and product awareness in this new business domain
- Build the EMEA commercial capability for this Medical Device from scratch. Create the appropriate lean, agile and scalable organization, recruit the right resources and ensure knowledge/practice sharing and close collaboration with internal stakeholders
- Responsible for the P&L of the Medical Device business.
- Prepare and implement the strategy and business plan for the launch of current product. Prepare for future products/services
- Develop innovative business approaches and ensure excellent execution and outcomes. Provide high quality forecasting
- Directly manage a team of Key Account Managers in close collaboration with country GMs
- Collaborate with all relevant EMEA stakeholders (EMEA Leaders, Heads of Functions...) to support the start-up and expansion of the Medical Device business in EMEA. Align strategies with Global stakeholders and foster best practice sharing
- Instil a strong team-spirit and collaborative mindset within the newly created organization and with stakeholders, strongly focusing on an optimal hiring process, people development and organisational excellence

- Extensively communicate about the strategies, plans and programs of the newly created organization to promote involvement and engagement. Recognize and promote talent and provide a dynamic working environment for high potential individuals
- Build solid relationships with key external players such as Key Opinion Leaders, health authorities, wholesalers & distributors, relevant academics, etc., striving to shape the environment favourably for the benefit of patients, physicians and company
- Dynamically review, and adapt as needed, the business model to ensure the commercial operation structure is fit for purpose. Leverage all possible synergies for the benefit of patients, customers and the Company's commercial results
- Ensure full compliance with applicable laws, company policies and procedures and adherence to company values. Ensure that the Company's Corporate Culture is deeply rooted into the newly created organization

### **Candidate profile**

- Solid academic background in business (ideally MBA); scientific or medical degree highly desirable
- At least 10 years' experience in international pharmaceutical and/or Medical Device companies, with at least 4 years in a pharma and/or medical device team leadership role (or working close with the leader)
- Ophthalmology experience highly desirable
- Strong knowledge of sales, marketing, regulatory, pharmacovigilance, medical and market access requirements
- Experience of building a business unit from scratch a definite plus
- Demonstrated ability to represent the company to external major stakeholders (e.g. payers, KOLs, regulatory authorities, advocacy groups, professional associations...)
- Experience or demonstrated understanding of the management of a P&L and experience of direct and indirect people management
- Effective communicator, excellent written and verbal presentation skills Strong business capabilities
- Customer focus and understanding of customer needs
- Change Leader with great learning agility and cultural sensitivity
- High level of energy and high motivation for achieving results
- Excellent influencing skills, ability to work with individuals at all levels
- Strategic thinking and ability to deliver
- Ability to work independently and prioritize work to achieve results with minimal instruction
- Ability to influence and manage a complex set of internal and external stakeholders
- Attention to detail and excellent analytical thinking
- Drive and resilience
- High personal flexibility due to frequent travel
- Full fluency in English and other European language a plus

**Please apply on our website: [recrutement@i-talent.com](mailto:recrutement@i-talent.com) and attach a copy of your resume and a motivation letter. We thank you in advance for your interest in this opportunity.**

**Please note that only applications via this e-mail address will be considered for this position. If you don't receive a reply to your application within 2 weeks, please consider that your file has not been shortlisted.**