

Country Manager Denmark

Would you like to lead and shape the future of Navamedic's in the Danish Market?

Navamedic is entering an exciting phase of growth, acquiring ownership of products with global market potential. To support this expansion, they are seeking an experienced and visionary leader to spearhead and develop their Danish Sales & Marketing Operations.

As a Nordic pharma company with a footprint in Northern Europe, Navamedic is a reliable supplier of medicinal products, medical devices, medical nutrition and high-quality consumer health products delivered to hospitals and through pharmacies. The Company today has 42 highly qualified employees with strong competence in regulatory affairs, quality assurance, reimbursement, marketing and sales. Thus, the Company is a full-service provider securing market access through its local competence and hence is a preferred Nordic partner for many international players. All the manufacturing is outsourced.

Navamedic has an ambitious growth strategy acquiring small companies and portfolios with significant growth potential, both through Navamedic's existing platform, and in new markets in collaboration with distributors or partners.

Role Overview:

As the Country Manager, you will be responsible for the strategic leadership and operational oversight of our business within Denmark. This role is crucial for driving growth, operational efficiency, and market presence, requiring close collaboration across multiple functions, including sales, marketing, finance. You will work with different teams and cross-functional leaders to ensure that our country-specific strategy aligns with Navamedic's objectives while adapting to local market needs. The ideal candidate will have a strong understanding of the Danish market, a proactive attitude, and a desire to contribute to Navamedic's continued success.

Key Responsibilities:

- Develop and implement strategies that drive growth and efficient operations.
Manage the operational business and strategic development of all Navamedic activities in the Danish market
- Ensure financial sustainability and goal orientation by continuously monitoring and adjusting budgets.
- Analyze market trends and the competitive landscape to identify opportunities and challenges.
- Execute locally in the market - this may include local PR, conference speaking, events, trade shows, KOL meetings, and campaign execution leadership.
- Build and maintain relationships with key stakeholders, including retailers, pharmacies, and hospitals. Act as Key Account Manager for pharmacy chains, ecommerce wholesalers, and other channels. Building and maintaining customer relationships including Pharmacy Chains and wholesalers and identifying new business opportunities
- Negotiates contracts with external customers
- Provide regular reports and insights to management on market trends, competitive intelligence, and business performance
- Provide follow-up support in physical pharmacies, Key Opinion Leaders (KOLs), HCPs, and other stakeholders.
- Lead and conduct external training projects for pharmacy staff to enhance product knowledge.
- Experience with tenders is considered an advantage.
- Represent the company with clients, partners, and other stakeholders and manage ad hoc Danish projects as required.

Job Title:
Country Manager
Denmark

Application Deadline:
As soon as possible

Company:
Navamedic

City:
Copenhagen

Country:
Denmark

Contact person:
Brian Ranvits or
Christoffer Bjørk
Petersen

Phone number:
+45 2048 0548 eller
+45 2080 1638

Qualifications and Skills:

- Experience in sales and marketing, with experience from the pharmaceutical or healthcare industry, and a good understanding of the pharmacy sector.
- Bachelor's or Master's degree in Marketing, Business Administration, or a related field combined with a strong interest in the healthcare or pharmacy industry.
- Strong analytical skills with the ability to identify market opportunities and develop growth strategies.
- Proven ability to work both strategically and operationally, with the capacity to take initiative and act proactively in a dynamic market environment.
- Self-driven with the ability to work independently, as there are limited support functions.
- Strong balance between sales and marketing experience, with the capacity to create market ownership.
- Excellent presentation skills, with the ability to lead training sessions and conduct meetings for pharmacy staff and Key Accounts.
- Sales and negotiations skills
- Experience in building strong stakeholder relationships.
- Fluency in English and Danish (both written and spoken).
- Willingness to travel occasionally.

Location: Homebased / Shared Officespace - Denmark

What We Offer:

At Navamedic, you will be joining a company in an exciting phase of significant growth and transformation, providing you with unparalleled opportunities for both personal and professional development. You can expect;

- **Development Opportunities:** As Navamedic continues to expand rapidly in the healthcare market, you'll have the chance to grow alongside the company. This is a unique opportunity to shape your career in a fast-evolving industry, where your contributions will have a direct impact on our success.
- **Supportive Team Culture:** You'll be part of a dynamic and collaborative team that encourages innovation and personal growth,
- **Making a Difference:** Join us in driving impactful health-related initiatives, including two exciting new product launches in 2025, where your work will truly make a difference in the lives of many.

Contact and application

Please contact Brian Ranvits (+45 2048 0548) or Christoffer Bjørk Pedersen (+45 2080 1638) from European Search Company who carries out this recruitment, if you have any questions regarding the position.

Please apply for this position using the apply button below.

About Navamedic

Navamedic is a rapidly growing Nordic pharmaceutical and healthcare company committed to improving the quality of life for patients by providing high-quality, innovative products. With a broad portfolio across several therapeutic areas, we deliver trusted solutions to pharmacies, hospitals, and healthcare professionals in the Nordic region and beyond. As we continue to expand, our focus remains on creating value for both our customers and the communities we serve through sustainable growth and impactful health initiatives.

Navamedic's headquarter is located in Oslo, Norway, and the Company has been listed on the Oslo Stock Exchange (ticker: NAVA) since 2006. Today, the company has

presence in 5 markets.

Navamedic's success is not only driven by their high-quality products, but also by their competent employees. They believe that only skilled and satisfied employees, who are proud to work in Navamedic, can drive their organization through the future and contribute to the well-being of their customers. Therefore, Navamedic strive to provide the best working environment for all who are part of their organization and to become an attractive employer also for those who are going to join them in the future.

Navamedic aims to continue to be a responsible employer that does not discriminate and that assesses all employees on an equal basis with respect to career opportunities and rights, regardless of gender, ethnicity, disability, or sexual orientation

If you want to learn more about Navamedic and their products, please visit www.navamedic.com