

# Global Business Development Director

Remote in Germany

## The Opportunity

This is a one of a kind opportunity to become the face of Orthopaedic devices for a large notified body as they prepare for MDR. This is not a typical product assessor/auditor role. This role is a strategy focussed opportunity representing the company in the orthopaedic field globally. This role does not have direct line management, but it does have huge exposure and immense impact on the organisation.

As the Global Business Development Director for Orthopaedics, you will use your expertise, along with strong interpersonal and strategic skills to continually grow and develop this company's orthopaedic business across the globe, by creating new and enriching existing relationships with leading manufacturers.

Your role will be to drive and deliver the strategy for the company and will be the face of the orthopaedic department, speaking at events, attending conferences and networking to raise brand awareness. You will build relationships with leading international customers and be responsible for attracting new business to the notified body.

## As Global Business Development Director you will:

- Develop and implement business strategy plans to build relationships with new and existing orthopaedic manufacturers
- Curate and deliver information for marketing and informational events/conferences
- Drive project distribution and execution globally
- Engage with and coordinate the local orthopaedic operations team
- Build global brand awareness in the orthopaedics field
- Improve existing processes and services
- Co-ordinate global projects.



## Why this opportunity?

- You will have the chance to travel the world and establish yourself personally as a leader in the orthopaedics market
- Build your professional network and meet new people
- Become known as the “go-to” person in the market for orthopaedic devices, dramatically increasing your future career path options.

## The ideal candidate for this role will have:

- Bachelor’s, Master’s or PhD in relevant science or engineering
- 8+ years experience in the orthopaedic industry
- Understanding of regulatory affairs and the impact of the new MDR
- Strong strategic and communication skills, confidence, ability to network & speak in front of small and large groups
- Experience and skills in business development
- Willingness for up to 60% travel.

## Interested in further conversation?

Please send your CV to [kristina@elemed.eu](mailto:kristina@elemed.eu) to arrange a confidential career discussion.



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Only applicants who meet the requirements above will be considered for the role. Unless otherwise stated we are not able to consider applicants without EU work authorization.

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