

# NORDIC TENDER EXCELLENCE MANAGER

*Posted on 21 februari, 2024*

**Company Name** Coloplast

**Location** Kungsbacka, Halland, SE

## Job Description

**Do you have long experience in successful tender and contracting within MedTech? Do you want to work more strategically and long-term with tenders? Then you might be our new Nordic Tender Excellence Manager.**

## What you will do

Your primary role is to support our local Market Access departments and ensure that our product portfolios have competitive positioning in upcoming and existing tenders in the Nordic markets. Winning tenders is crucial to ensure that our end-users have access to the products and services they deserve.

The position will be a mix of operational and strategic responsibilities including, but not limited to:

- Owning, developing, and leading the Nordic tender excellence process, maintaining a good overview of tender shaping activities with involvement in key tenders
- Develop and implement tender strategies and tactics that will protect Coloplast's market position
- Lead strategic projects related to tenders and tender requirements for the Nordics
- Build a strong foundation of competitive intelligence and a deep understanding of our products and support local market access managers with argumentation and data to be successful in the tenders
- Lead the development of best practices and knowledge sharing around the Nordic region
- Work with local stakeholders to develop local tender excellence capabilities and thinking in all payer-facing roles, as well as global stakeholders to develop products and processes to match tender requirements
- Ownership of tools and processes to optimize the tender processes, as well as continuous improvement and local anchoring of these
- Set up and monitor relevant KPIs and ensure a good overview of the tender landscape

You will report to the Head of Nordic Payers & Evidence and work out of our Danish office in

Humblebæk next to Helsingør in Denmark or from our Swedish sales office in Kungsbacka, just south of Göteborg. The role will require some traveling within the Nordics.

### **Your success factors**

Your success requires a great deal of cooperation with both external and internal stakeholders, especially with the local Market Access functions and with our competent and supportive global Market Access organization located in Denmark. To be successful in this role, you also need to:

- Be able to challenge local tender owners and global stakeholders to meet best practices in a collaborative way
- Be highly collaborative with strong relation-building skills and excellent stakeholder management skills
- Have a strategic mindset and be able to translate strategies into actionable processes and outcomes
- Have a structured and analytic approach to everything you do but with a pragmatic and flexible mindset to adapt to the evolving business needs
- Business acumen
- Be result-orientated, consistently delivering the goals and metrics of the business within tight timelines
- Have the ability to coordinate several tasks at the same time while maintaining the highest detail and quality standards as required by tenders
- Can-do attitude and ability to drive results with high levels of motivation and ambitions

### **Qualifications and experience**

- Degree in business administration or any other field related to the position
- 5 -10 years of experience with tender management within MedTech in the Nordics
- Deep understanding of payers in the health care sector and the legal foundation of EU tenders in at least one, but preferably two of the Nordic countries
- Solid project and people management skills and experience in process development
- Well-developed and documented influencing and negotiating skills
- Good technical knowledge in Excel, creating power points, databases, etc.
- Excellent level of verbal and written communication skills - fluent in at least one of the Scandinavian languages as well as in English.

### **Why join the Coloplast team**

Coloplast is a market-leading company with a strong record for delivering premium products,

services, and innovations. Globally, more than 16.000 people are represented in more than 143 countries. What sets us apart is not just our products and services or the dedication of our people but equally how we work together with our end-users, healthcare providers, national health authorities, and payers to support and deliver the best healthcare solutions to people with very personal and private medical conditions in the quest to improve quality of life.

Our colleagues at Coloplast are proud of their workplace. It is expressed in our People Survey, in development conversations, and in the number of recommendations they give to others to work here.

You can hear firsthand why others are inspired to build a career with us here.

[Coloplast Employer Branding - YouTube](#)

Locally, you will be joining a welcoming and genuinely caring group of people who are truly passionate about their colleagues, their company, and the possibility of changing the lives of many. Your manager has an open and trust-based approach to management and strongly believes in the importance of teamwork.

### **Are you ready to make a difference with us?**

If you are encouraged by what you read and want to be part of a top performing and dynamic MedTech organization where you will drive the Tender Excellence agenda in the Nordics, then do not hesitate to apply!

We will continuously take candidates into the recruitment process, and the position will remain open until the right candidate is identified.

If you have questions regarding Coloplast or this open position you are welcome to contact our recruitment partner at Moveup Consulting AB, Richard Etz. We are looking forward to receiving your application as soon as possible. For more information about the role and to apply, please contact Richard Etz, at +46 733 872721 and send your CV and application to [richard.etz@moveup.se](mailto:richard.etz@moveup.se).

By submitting your application, you also consent to us storing your personal data, including CV & cover letter and the right to share this information with third parties (our client). You can revoke the consent whenever you want.

### **Om företag**

*Pursuing an ambitious growth agenda, Coloplast develops and markets products and services that*

*make life easier for people with intimate healthcare needs. Employing about 14.000 people and with products available in more than 143 countries, we are one of the world's leading medical device companies. We are constantly growing our business and always looking for new ways to move forward – we explore, learn and look for new ways of doing things.*

*Coloplast is committed to being an inclusive organization, where people bring their differences to work each day, fulfil their potential and have a strong sense of belonging because – and not despite – of their differences. We therefore encourage all qualified candidates to apply regardless of gender, age, race, nationality, ethnicity, sexual orientation, religious belief or physical ability.*

**Consultant Name** Richard Etz

**Consultant Number** 0733 - 87 27 21

**Consultant Email** richard.etz@moveup.se

**Consultant LinkedIn** <https://www.linkedin.com/in/richardetz/>