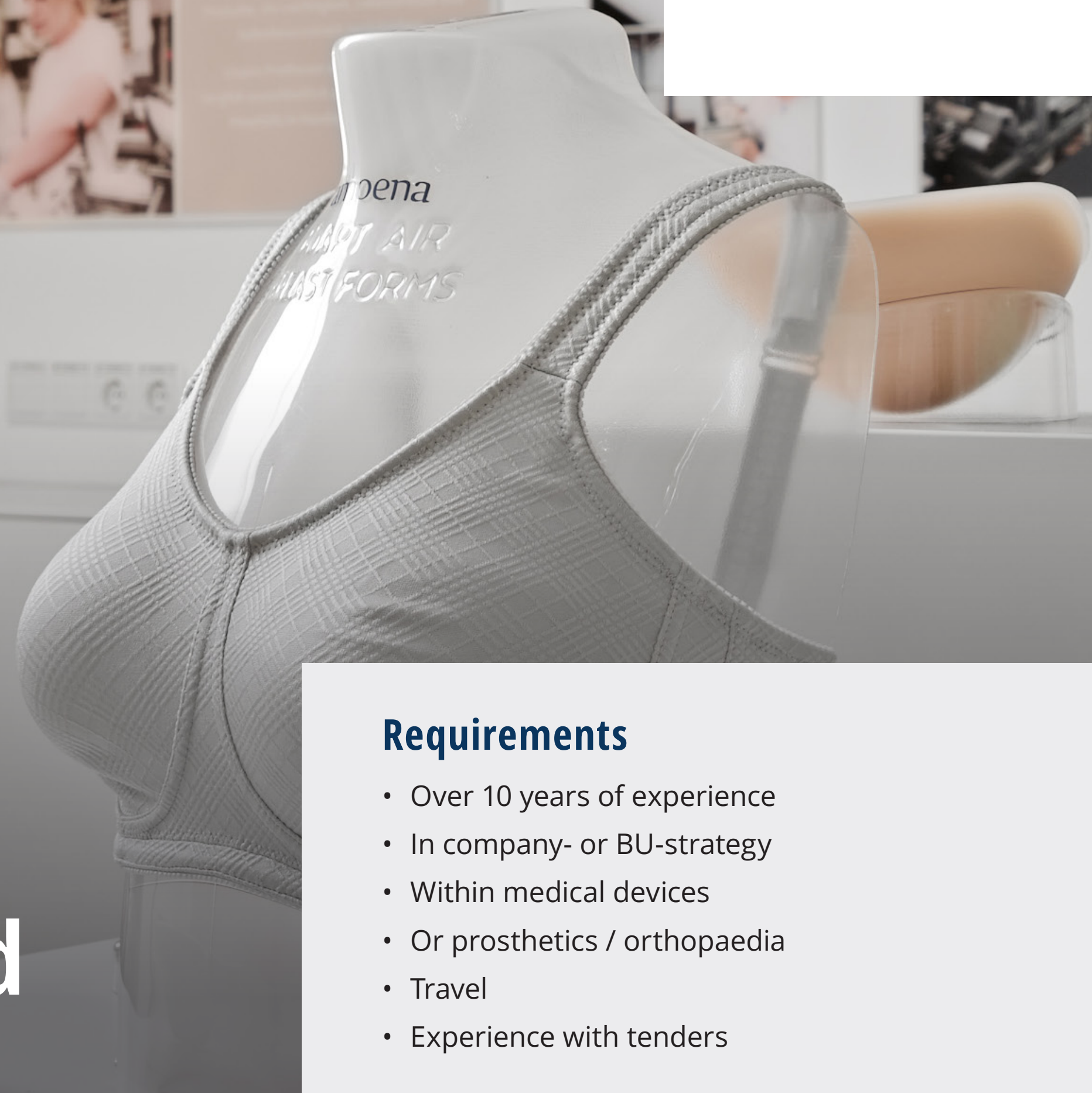




amoena

Supporting Confidence



VACANCY

# General Manager of UK and Ireland

## Requirements

- Over 10 years of experience
- In company- or BU-strategy
- Within medical devices
- Or prosthetics / orthopaedia
- Travel
- Experience with tenders

 **Southampton**  **Minimum of 10 years experience**



**Amoena is the global market leader in post-surgery breast care with innovative products for recovery, as well as breast prosthetics and textiles. The German company has partnered with a strategic private equity investor to enhance worldwide growth. The General Manager will be responsible for the success of the UK and Ireland branches.**





## ABOUT THE COMPANY

# Amoena

**Amoena has specialized in breast care since the 1970s. The company's founder, Cornelius Rechenberg's vision was to improve the care for women with breast cancer and after a mastectomy. Amoena developed and patented the first silicone breast prosthesis in 1984, and has since continued to design new technology especially for former breast cancer patients.**

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Amoena's consistent and deep understanding of their target group's needs has been key to their ongoing success. Based in Germany, they are the global market leader in this segment with around 400 employees worldwide. Half are based at the headquarters and in the production team. And they're all committed to improving the quality of life for women affected by breast cancer. Amoena has fifteen subsidiaries on all continents, with a vast network of distributors in over sixty countries.



Today, Amoena has sold over seventeen million breast prostheses and thirty-four million breast care textiles worldwide. And this trend is rising. Breast cancer, at almost 25%, is the most frequently diagnosed type of cancer in women around the world. And more women are choosing to get preventative surgery, as the knowledge on genetic predispositions continues to grow.

The ongoing search for even better, smarter and more innovative solutions is in the company's DNA. The R&D and Product Management team works closely with global medical experts and professionals to keep developing their product portfolio. Amoena has also won numerous international design and innovation awards as well as the recent Red Dot Award and German Design Prize.





VACANCY

## General Manager of UK and Ireland

**The General Manager will be responsible for the subsidiary organizations in the UK and Ireland. This includes leading the local business functions' sales, finance, marketing, warehouse and customer service, as well as P&L. The General Manager of UK and Ireland will have five direct reports, with a total team of around twenty people. To effectively manage the teams and business operations, the General Manager will frequently travel to the locations.**

The landscape for medical devices or prosthetics changes from country to country, based on healthcare systems and insurance set-ups. The General Manager of UK and Ireland has experience with the medical tender process. This expertise will allow them to hit the ground running and ensure commercial success in the five countries. They will work with the leadership at headquarters and global departments like Marketing, PM, and Finance, as well as with Amoena's majority shareholder, Halder, a private equity firm. This partnership with Halder is based on a longterm, strategic vision for sustainable success.





This is an ideal role for an experienced strategy manager who has the flexibility to travel to and across healthcare contexts. They are comfortable managing a small team and experience in medical products, breast care, or the broader field of prosthetics is vital for success. The General Manager of UK and Ireland will lead an international business while improving the lives of millions of women who have been affected by breast cancer.



**Interested?** Amoena has appointed Top of Minds to fill this vacancy. To express your interest, please contact Oliver Tonnar at [oliver.tonnar@topofminds.com](mailto:oliver.tonnar@topofminds.com).