



VACANCY

# General Manager

## Requirements

- Over 15 years of work experience
- Background in sales and marketing
- Scaling and/or restructuring organizations
- Visionary
- Change manager
- Leadership experience

**Echt** **Minimum of 15 years experience**





**CompuGroup Medical is one of the leading e-health businesses in the world. The Netherlands is one of the company's main markets, but in recent years, performance has not been optimal. The new General Manager will be responsible for re-establishing market leadership by adopting a customer-first approach and transforming the organization.**







ABOUT THE COMPANY

# CompuGroup Medical

**CompuGroup Medical (CGM) provides innovative solutions that help the healthcare system address the steadily growing demand. The company facilitates collaboration between healthcare professionals by enabling seamless synchronization of information and processes. CGM's information management systems and web-based personal health records empower physicians, pharmacists, dentists, care facilities, and hospitals to provide optimal care, improve the health and quality of life of their patients, and create a safer and more efficient healthcare system.**

CGM is a global organization with operations in 56 countries worldwide. The company employs approximately 8,500 highly qualified employees and offers a full range of products and services: hardware, software, data intelligence, support, and consultancy. In the Netherlands, CGM is mainly active in two markets: pharmacies and general practitioners. The local team consists of about 160 people spread across locations in Echt and Zoetermeer. In recent years, CGM has acquired Qualizorg and Portavita to expand their offerings and strengthen their proposition.







CGM used to be the dominant player in the Netherlands but has seen its position weaken. To regain its lead, the company is investing heavily in upgrading its proposition to adapt to changes in the market. CGM is, among other things, implementing a customer-first approach, developing new functionalities, merging the three local entities to form one organization that can leverage its synergies, and rebranding all products and services under the CGM label. With this strategy, CGM is confident it can reconnect with its customers and get back on top.







VACANCY

## General Manager

**The challenge for the new General Manager of CGM NL will be to reinvigorate the company's position in its local market. They get to work from a solid base – high-quality products and services and a well-functioning team – and will mainly focus on developing and implementing a new vision. The General Manager will analyze the current market situation and the needs of its customer base and translate those insights into a strategy to strengthen the value proposition and reconnect with target customers.**

Change management will be a major theme for the General Manager. Not only is CGM NL undergoing a reorganization to bring together CGM and its two subsidiaries, but the changes the General Manager will be introducing in terms of strategy, proposition, and way of working might also require the team to go in a new direction. That's why the General Manager will need to be an experienced transformation leader who can effectively bring about change and guide the organization.





As the head of a country, the General Manager will also have regular day-to-day managerial responsibilities, such as personnel management and financial planning and reporting. They will lead the local Management Team and report to the Area VP of Northern Europe. That makes the position a great opportunity to take accountability for one of the biggest markets of CGM and to lead an organization of approximately 160 professionals and tens of millions of euros in revenue.

The new General Manager will take on the momentous responsibility of transforming the organization and strengthening its position in the Dutch market. For someone who welcomes a challenge, has strong perseverance, and possesses a sharp strategic mind, this is a chance to set their mark and drive progress in healthcare, helping physicians and pharmacists be more effective. Additionally, success in this position can open up exciting (international) career steps. ■



**Interested?** CompuGroup Medical is working with Top of Minds to fill this vacancy. To express your interest, please contact Stephanie Stuit at [stephanie.stuit@topofminds.com](mailto:stephanie.stuit@topofminds.com).



**“We work collaborative. That means the General Manager will have access to all the support they need. That includes me, the rest of senior management, and other GMs with whom they can discuss results and share best practices.”**

**Michael Hein, Area VP Northern Europe**