




VACANCY

Senior Category Manager

Requirements

- At least 8 years of commercial experience
- At least 3 years of category management experience
- Knowledge of the healthcare industry
- Analytical mindset
- Leadership skills

De Meern Minimum of 8 years experience



Mediq helps healthcare providers improve health with high-quality, patient-centered care. The Senior Category Manager will be responsible for taking the category to the next level by creating a clear strategic plan and building out the team.





ABOUT THE COMPANY

Mediq

The healthcare industry is facing enormous challenges. While quality of care continues to improve significantly, the aging population is increasing the scale and complexity for healthcare providers. As a partner for patients and healthcare institutions – from hospitals and home care to general practitioners and pharmacies – Mediq is transforming the industry. Backed by Advent International, a global PE investor, their focus is on delivering medical devices and solutions and developing new treatments and innovative e-health concepts designed to improve patient experiences and health outcomes and reduce costs.

Mediq's products, online services, knowledge and logistics solutions also take some of the pressure off of healthcare professionals and support patients with chronic diseases and serious health problems with their daily care. The portfolio includes hospital technology solutions, medical disposables and equipment, and home care products for diabetes, wound, nutrition, incontinence, ostomy, infusion therapy, and respiratory care.

Mediq employs around 3,000 people in 13 countries across four clusters: the Benelux, the DACH region, and Scandinavia, plus the Baltics. Through organic growth and targeted acquisitions, Mediq is expanding across Europe to help more healthcare institutions and healthcare professionals improve outcomes and keep care affordable with economies of scale and innovation.





VACANCY

Senior Category Manager

The Senior Category Manager will report to the Director of Marketing & Category Management and manage a team of product managers and healthcare experts. There are also product content staff and a business analyst who provide data entry, analytics, and systems support.

The Senior Category Manager will be responsible for the product range and financial results of the category and should be able to develop and communicate a clear vision. The broad scope of both B2C and B2B, as well as the multitude of products makes category management at Mediq complex and challenging, so it requires a leader who can maintain a good overview. They'll draft a clear strategic plan built on thorough market analysis and competitive research, aligned and supported within the organization and strongly focused on customer needs and margin optimization. The Senior Category Manager will work closely within the matrix organization with Marketing, Sales, E-business, Supply Chain, and Customer Contact to make sure the end-to-end customer journey, portfolio strategy, and commercial situation are well aligned. That also means skillful stakeholder management – internally, externally, and with the Global Category Team – is essential for this role.



The Senior Category Manager is analytical and results driven. The category's financial performance, budget setting, and rationalization of the product portfolio are all things they'll handle on a monthly basis. Bringing the organization into the strategic plans and presenting the category results to the MT is something they should enjoy. And continuing to develop the strategic competencies and cohesion within the category team is also a key focus. This leader should be a team player as well as a coach who knows how to bring out the best in the team. With targeted feedback and attention to both successes and areas for development, they'll know how to take the team to the next level, and how to get them excited and motivated.■



Interested? Mediq is working with Top of Minds to fill this position. To express your interest, please contact Wiebe Smit at wiebe.smit@topofminds.com.



“Mediq offers a lot of freedom to take responsibility and develop the role as you see fit. The dynamics within our organization and the industry, as well as the breadth of the role, where you'll manage the entire category customer journey, is what makes this role so interesting.”

Marcia Luijendijk, Director of Category Management