

Vacancy at Oslo Skin Lab

Senior Commercial Manager - Netherlands



TOP OF MINDS
Executive Search



OSLO SKIN LAB®

THE SOLUTION
BEAUTY COLLAGEN

Requirements

- Over 8 years of experience
- In digital sales and marketing experience, preferably within D2C and subscription-based business models
- Deep understanding of market dynamics, consumer behavior, and brand positioning
- Experience leading small teams
- Sales-driven and entrepreneurial mindset
- Strategic background

 **Amsterdam**

NutraQ is a leading direct-to-consumer Nordic health and beauty company aiming to expand its popular skincare brand, Oslo Skin Lab, across Europe. The Senior Commercial Manager Netherlands will manage Oslo Skin Lab in the Netherlands, launching new products, maintaining brand awareness, ensuring growth, and collaborating with teams to drive customer loyalty and attract new customers.

Over Oslo Skin Lab

Oslo Skin Lab is one of four NutraQ Group brands. NutraQ is a leading D2C health and beauty product company across the Nordics. As a pioneer in the health and wellness industry, this international company develops, produces, and distributes a wide range of high-quality, sustainably made products. They sell directly to consumers through digital and subscription-based business models, across fourteen European countries and in the US.

NutraQ promotes holistic well-being and develops premium-quality products, which they craft from scientific ingredients. Since launching their first products in 2002 in Norway, the company has grown significantly and now has more than 250 employees who support more than 450,000 customers. In 2021, NutraQ became part of the Orkla Group, the largest, fast-moving consumer goods company in the Nordics. And they continue to innovate and expand their brand's portfolio through acquisitions and producing their own new brands.

The Solution

In 2016, NutraQ launched Oslo Skin Lab, a cutting-edge skincare brand that is revolutionizing the beauty industry with science-backed collagen supplements. With a focus on providing sustainable and effective solutions for achieving radiant, youthful skin, Oslo Skin Lab's flagship product, The Solution™, has transformed beauty routines across Europe. This simple, effective, and multifunctional collagen powder provides customers with optimal skincare routines. The Solution™ has been so successful that Oslo Skin Lab has rapidly expanded into new European markets, with the Netherlands and Belgium among its fastest growing regions.





Senior Commercial Manager – Netherlands

Managing the Oslo Skin Lab brand in the Netherlands will be a key focus for this role. This entrepreneurial and sales-driven leader will drive commercial growth in the Dutch market, the third largest market within the Oslo Skin Lab concept, and will lead further growth in the Belgium market with support from the local team. They will oversee the pipeline and execute comprehensive commercial strategies, encompassing both sales and marketing initiatives, to maximize customer growth, revenue, and profitability. As part of the role, fostering loyalty and driving strategic marketing through digital channels such as social media and influencer partnerships will be crucial for boosting visibility, traffic, subscriptions, and ensuring sustained growth and success across both markets.

The Senior Commercial Manager will drive success by uniting market expertise, consumer insights, and proven global strategies, while forging strategic partnerships and securing impactful agreements with media and agency partners. This position reports to the Head of Commercial for Denmark, the Netherlands, and Italy and is part of the international Oslo Skin Lab team, working collaboratively with other teams to develop innovative marketing materials and strengthen customer care and loyalty.

Proactive, creative and results-driven

The Senior Commercial Manager will apply a proactive, hands-on approach to managing the brand's social media channels. They will oversee content creation and craft clear briefs. The role involves collaborating with in-house designers to develop innovative marketing materials. Close work with the Customer Service

team will ensure exceptional customer support, and will foster strong brand loyalty.

With a confident, creative, and positive mindset, this role requires excellent networking skills to build strong relationships and identify local opportunities. A can-do attitude is essential, thriving in a fast-paced, changing environment. The ability to learn quickly, adapt to change, and align with the company's core values: Responsible, Respectful, Brave, and Innovative – is key to success.

“We are looking for an experienced Senior Commercial Manager to join Oslo Skin Lab as we embark on the next phase of our exciting growth journey. This is a fantastic opportunity to help build a loyal customer base while making a significant impact in the Dutch market.”

**Cecilie Nordstrøm,
Chief Commercial Officer OSL and Interim CEO**

A dynamic, international team passionate about skincare and sustainability will welcome someone with expertise and enthusiasm. The position is based at NutraQ's offices in Amsterdam, and the company's main working languages are Dutch and English. This is an exciting opportunity for a seasoned and engaging marketing professional, resourceful and driven, ready to make a significant impact on the success of a future-focused company within the skincare and health industries.





Interested?

NutraQ is working with Top of Minds to fill this vacancy.

To express your interest, please contact Marc Mohr at marc.mohr@topofminds.com



TOP OF MINDS
Executive Search