



Head of International Sales

MagVenture is an established medical device company specialized in magnetic stimulation. We offer new hope to patients by changing how mental health and physical conditions are treated.

Due to hyper growth, we are consolidating our sales activities under a new position as Head of International Sales. You will play a pivotal role in leading our international sales channels and local teams across our subsidiaries in Germany, Brazil, Denmark, UK and China (excluding the US) as well as our 55+ distribution partners.

About the job...

You will be responsible for the P&L's for the subsidiaries and for the sales in the distribution regions and ensure coordination and support with our internal functions such as marketing, regulatory affairs, technical support, customer service, etc.

You will lead the Annual Business Planning process and ensure follow through during the year. This includes traveling to key markets, participating in selected global conferences and driving strategic projects worldwide. Ultimately, you will fuel the continued growth and be part of launching new products, regulatory clearances and commercial concepts.

You will start with 6 people in direct reference covering an organization of 22 in total, which you will expand as per the ambitious growth plans. The position reports to the CCO and will be part of the commercial management team.

We expect you to...

- Have a relevant university education and experience in international B2B sales management – ideally working with both direct and distributor sales channels as well as prior P&L ownership or affiliate leadership roles.
- Be a great leader who can motivate and inspire others and communicate ideas, direction and solutions.
- Be an excellent negotiator, able to navigate across cultures.
- Be ready for a hands-on, proactive and engaging approach in how to develop the company further.
- Be fluent in English – Danish is a plus but not a requirement.
- Have 30-40 travel days per year.
- Prior knowledge of the medical device and healthcare industry and the regulatory field pertaining to it is an advantage but not a requirement.

We offer you...

- A versatile, dynamic and high-impact role.
- An exciting and challenging position with excellent opportunities for you to grow professionally and personally.
- Scale-up atmosphere with short distance from idea to action, high degree of autonomy and non-hierarchical culture with focus on team spirit.
- A pleasant and informal working environment with great colleagues.
- Focus on work-life balance with flexibility and possibility of working from home.
- Up-to-date terms of employment incl. pension, health insurance and great lunch.
- Brand new modern headquarters in Farum.



Sounds interesting and you think you've got what it takes? Apply now!

Submit your application as soon as possible, but no later than Monday, January 30th, 2023. Applications are assessed on a continuous basis.

If you have questions about the position, feel free to contact CCO Christian Wanding at cw@magventure.com.

Applications should be sent to personale@magventure.com. We look forward to receiving your motivated application and CV.

Do you want to know more about us?

MagVenture is the sister company of Tonica Elektronik that was founded in 1991, and has, since then, grown organically from a location in a small basement to becoming a global market-leading manufacturer of magnetic stimulators.

Our products are used for a wide range of psychiatric and cognitive research purposes as well as neuro-rehabilitation, neurology & diagnostic.

MagVenture's headquarters and production are in Farum and we currently employ ~190 people globally.

Our mission is to pioneer safe, effective, and reliable magnetic stimulation therapies, offer innovative and versatile research solutions and work to expand access to magnetic stimulation worldwide.

Read more about MagVenture on our website and see a small introduction video by scanning this QR code.

