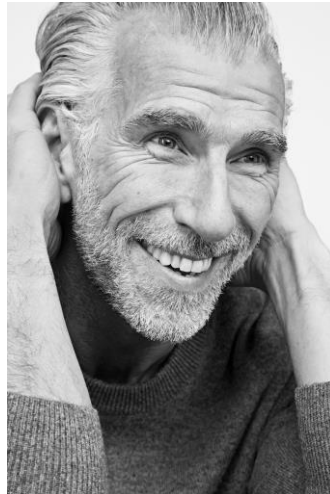


Smart choices for everyday healthcare

Karo Pharma offers a portfolio of everyday healthcare products and services that help prevent illness and treat health problems. With a wide range of trusted, documented, and original brands, backed by services for partners, customers, and consumers, we provide people with the options, knowledge, and access they need to stay healthy. We call it smart choices for everyday healthcare. We specialize in seven product categories: skin health, intimate health, digestive health, foot health, wellness, pain, cough and cold and specialty products such as Rx pharma care. Across these categories we own a range of differentiated brands in both prescription drugs (Rx) and consumer products (OTC).

Karo Pharma's products and services are present in over 60 countries with own subsidiaries in over 11 European countries. Karo Pharma has a revenue of SEK 2,9 bn in 2020, is headquartered in Stockholm and listed on NASDAQ First North Growth.



Business Development Manager

 Stockholm (Sweden)

Associate Business Development Manager:

We are looking to strengthen our M&A/Business development team with a permanent Business Development Manager position who will be responsible for project leading business development activities on corporate level. The areas of responsibilities cover a broad range from scouting and evaluation of suitable targets, project leading due diligence and divestment processes as well as securing successful integration and separation of acquired and divested businesses.

M&A is a key priority and an integral part of the growth strategy of our company. We therefore consider this to be a unique and exciting opportunity for a professional who is passionate about Business Development/M&A and want to join a dynamic and growing organization where you can make a difference. This role is based out of Stockholm and reporting to the Vice President Business Development.

Roles & Responsibilities:

- Scouting, identification, and evaluation of potential acquisition targets in collaboration with the business development team and external parties

- Project leading due diligence processes, including summarising and presentation of key findings
- Compile and present business cases as decision base for divestment, acquisition, and negotiation strategy
- Support negotiation strategy and provide input to legal function or external legal advisors in the development of contracts and transitional service agreements
- Project leading the integration of acquired businesses and the separation of divested businesses in collaboration with the internal organisation and external parties
- Follow up on acquisition business case in close collaboration with finance department

Qualifications and education:

- Master degree or equivalent within business administration, finance or similar
- Minimum of 5 years' experience within the described area of responsibility, e.g., from a similar position, investment banking or consultancy firm
- Proven analytical mindset and strong information management skills
- Project management capabilities
- Strong stakeholder management and interpersonal skills
- Able to work in a changing environment with tight deadlines
- Good communication and collaboration skills
- Advanced user of Microsoft Excel and PowerPoint
- Fluent in English, verbally and written

Personal Profile:

We trust that you are a highly engaged professional and a collaborative individual that enjoys working in a team as well as independently. You are passionate and want to make a difference and contribute to the future growth of the company and prepared to stretch yourself and the team in the ambition to reach the targets. Show strong evidence of our Karo values.

We offer:

- Opportunity to create, grow, and encourage
- Flexible schedule and life work balance
- Responsibility for exciting and challenging projects that have a direct, visible impact on our customers and the industry
- Very positive work environment in a young, international, and motivated team

Karo Pharma has a Diverse & Inclusive environment. We are looking for qualified candidates irrespective of gender, gender identity, sexual orientation, ethnicity, race, religion, national origin, disability or age.