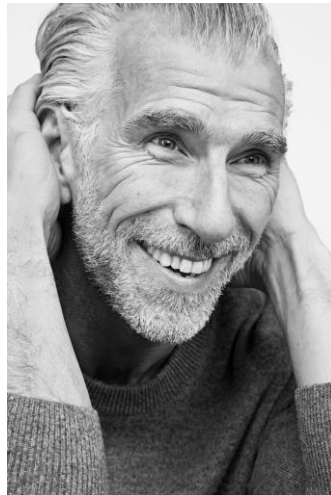


Smart choices for everyday healthcare

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.



National Account Manager

📍 Maidenhead (the UK)

Goals and challenges

Karo (<https://www.karopharma.com/>) is a dynamic, private equity backed consumer healthcare company, based in Stockholm. It's on a journey to create a €1 billion European leader in consumer health, through organic growth and acquisition. In less than 3 years, the business has grown from start up to an estimated €450M of turnover in 2022.

Karo's purpose is to deliver better everyday health through smart choices. After a series of exciting acquisitions, we now own a strong portfolio of consumer healthcare brands, including E45, CCS, Multi-Gyn, Nailner, Remescar and Nutravita. We are present in over 90 markets, but have most scale in Europe.

As we move into 2022, we are focussed on 2 key priorities:

Accelerating organic growth by serving consumers better than competition. This requires a step up in our commercial strategy and operations, as well as the strengthening of our capability Integrating and driving acquisitions. Karo will integrate 2 businesses in 2022 – Sylphar, a digitally native beauty and nutrition company and the E45 business which has been acquired from Reckitt

These acquisitions transform our UK business, significantly driving up our scale and capability. Based on that we are resetting the UK organisation, adding new roles and creating a new UK HQ in Maidenhead.

Core aim of the role

Primary - manage a portfolio of Accounts to deliver winning instore plans that drive profitable growth

Secondary - manage Karo UK's prescription medicine business to maintain its profit delivery (more detail to be provided)

Key tasks and responsibilities

- Build strong, productive relationships with key customer contacts across functions (e.g. buying, category, supply)
- Create and agree joint business plans to meet aligned Karo/customer goals
- Drive competitive and growing levels of distribution and visibility for the Karo portfolio
- Achieve targeted distribution for innovation
- Ensure promotions are planned, executed and evaluated to a high standard to create the best possible ROI
- Create plans with internal teams and external consultants to maintain the Karo prescription medicine business
- Drive delivery of Karo annual P&L targets, from net sales to gross profit
- Ensure full compliance with legal, regulatory and other standards as directed by Karo

Qualifications and education

Required:

- Degree educated
- At least 3 years of experience in a blue chip environment
- Sales and negotiation experience
- Understanding of how consumer goods P&L's work and how they can be influenced
- Understanding of category analysis and key category drivers
- Strong Excel skills

Preferred:

- Experience within Health and Beauty Care sector
- Experience in the Pharmacy/High Street/ Wholesale Channel

Personal Profile

- Excellent relationship building and collaboration ability. Strong communicator with good presentation skills
- Self-motivated, energetic, positive & flexible. Focussed on delivery.
- Calm under pressure and comfortable with ambiguity
- Good planning skills
- Analytical & objective
- Shows clear leadership potential
- Aligned with, and able to demonstrate Karo values - Challenge, Act, Connect, Care

We offer

- Opportunity to create, grow, and encourage
- Apart from a competitive salary pack (amongst which hospitalization insurance, group insurance, meal vouchers and other extra perks & benefits), there are lots of growth opportunities to meet your personal ambitions
- 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.