

## Managing Director Ukraine

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Company: Michael Page

Location: Poland

Category: other-general

As the Country Managing Director, you will play a key role in driving the growth and success of the operations in Ukraine. Your primary objective will be to achieve compliant sales and sustainable EBITDA targets while adhering to industry regulations and ethical standards. Additionally, you will be responsible for charting the long-term strategic direction of the company, aligning it with the corporate strategy.

Country Manager Director|Medical devices

Degree in Business Administration, Healthcare Management, or related field

Minimum of 10 years of progressive experience in the healthcare industry, with a proven track record of success in sales, business development, or general management roles.

Demonstrated understanding of healthcare regulations, market dynamics, and industry trends.

Strong leadership skills with the ability to inspire and motivate cross-functional teams.

Excellent analytical, strategic planning, and decision-making abilities.

Exceptional communication and interpersonal skills, with fluency in English and Ukrainian.

Adaptability and willingness to navigate and excel in a dynamic, fast-paced environment.

Develop and execute strategies to drive sales growth and profitability in alignment with corporate objectives.

Ensure compliance with regulatory requirements and ethical standards in all business operations.

Lead and inspire a high-performing team to achieve targets and deliver exceptional results.

Foster strong relationships with key stakeholders including customers, suppliers, and regulatory bodies.

Identify new business opportunities and drive expansion into emerging markets or industries.

Oversee financial management and budgetary planning to optimize EBITDA performance.

Champion a culture of innovation, continuous improvement, and operational excellence throughout the organization.

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