

## Regional Director DACH

*(The job holder should ideally come from the region of Bavaria/Baden-Württemberg or Vorarlberg.)*

NEXTCLINICS INTERNATIONAL operates a network of modern and highly specialized healthcare facilities. The company is a provider of diagnostic examinations and treatments in the field of medically assisted reproduction (reproductive medicine IVF), gynaecology and obstetrics and offers a wide range of complementary services. NEXTCLINICS has experienced dynamic growth since entering the market in 2015. The company has invested over 225 million euros in Europe in the last 24 months and employs 900 people. In all its facilities, NEXTCLINICS relies on the know-how of the most renowned specialists in their respective fields and on the use of state-of-the-art technologies.

The core activities of NEXTCLINICS International GmbH are based on three pillars. Each of these pillars focuses on a specific service:

- NEXTLAB provides effective and accurate diagnostics
- NEXTCLINIC provides highly specialized medical care at a high level with a portfolio of 15 reproductive medicine clinics in 8 countries
- NEXTLIFE, a modern interactive tool, helps to pursue individual health goals

### Position

We are looking for an experienced Regional Director who will represent the Nextclinics brand and be responsible for the business success in the DACH region and supervise all aspects of the business transaction. The future job holder is directly subordinate to the Managing Director and runs various IVF clinics / practices within the DACH region with the respective medical responsible person. For the particularly numerous companies in the southwest of Germany there is a Regional Manager Southwest who reports to the sought-after Regional Director in disciplinary terms.

### Main tasks

The main tasks of the future job holder include:

- Responsibility for the management of all operations within the DACH region, including all financial and qualitative performance
- Development of annual budgets and detailed forecasts
- Responsibility for the achievement of quarterly and annual sales, profit, and cash flow targets
- Reporting on business performance on a monthly and quarterly basis
- Human resources management, including results monitoring, mentoring, and training

## **Training**

A university degree is expected, preferably in an economics discipline with a focus on finance and controlling. However, candidates with a commercial education who can demonstrate several years of successful professional experience are also considered. A sound understanding of budget and financial planning is essential, as this function includes negotiating and monitoring annual budgets and preparing financial reports.

## **Professional experience**

The ideal candidate has several years of management experience with a focus on business administration, ideally paired with sound knowledge and experience in the field of medical services. A strong understanding of the challenges of a growing company and proven business success in an international environment are expected, ideally with experience of "post-merger integration". Experience in multi-site structures with matrix organisation would also be helpful!

## **Personality requirements**

We are looking for a high-performing, results-oriented personality with strong interpersonal skills and a high degree of integrity and responsibility. He/she has strong leadership qualities in the area of personnel management and has good written and oral communication skills in German and English.

The future job holder is always able to ensure customer service at the highest level. Ideally, he/she has already worked in intercultural teams and different countries and is therefore well-versed in dealing sensitively with cultural differences.

A high degree of determination and passion for the development and structuring of organizational units, the optimization of processes and procedures as well as for the formation and management of high-performance teams round off the profile.

Familiarity with MS Office is indispensable. The possession of a valid driving licence should be proven.

*If you feel you could contribute to the success of our fast growing group, please send us your documents by e-mail to [career@next-clinics.com](mailto:career@next-clinics.com).*

