

— **Executive Director**
Medical Nutrition
International Industry (MNI)



Dober Partners
Executive Search
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The Medical Nutrition International Industry (MNI) is the trade association for the medical nutrition industry at global level.

MNI member companies offer specialised nutritional solutions and services designed to meet the diverse nutritional needs of patients. MNI strives to put nutrition at the heart of patient care and aim for an environment that provides fair access to nutritional care throughout the world. MNI is dedicated to advancing better care through better nutrition, across all ages and healthcare settings.

MNI was created in 2015 and is based in Brussels – Belgium. MNI gathers international companies leading in the development, manufacture and provision of Medical Nutrition and supporting services, namely: Abbott, Baxter, B. Braun, Fresenius Kabi, Friesland Campina, Nestlé Health Science and Nutricia.

For further information visit: <https://medicalnutritionindustry.com>

Medical nutrition encompasses specialised products for nutritional therapy: Oral Nutritional Supplements, Enteral Tube Feeding (via the gastrointestinal tract), and Parenteral Nutrition (intravenous feeding).

Medical Nutrition helps patients of all ages to address nutritional insufficiencies arising from a disease, disorder or condition, when they are unable to meet their requirements via normal foods.

Medical Nutrition products are to be used under medical supervision. Depending on the situation medical nutrition may be required for short or long term or even for life and may be administered in diverse healthcare settings or at home.

Malnutrition, also called undernutrition or disease-related malnutrition, is a condition where patients are not getting the right nutrition in the right amount to sustain their health. Malnutrition occurs when patients are not able to meet their nutritional needs via the normal diet due to diseases, ageing and/or side-effects of medical treatment (e.g. cancer).

Malnutrition is a condition that affects 33 million people in Europe.

Malnutrition can affect everyone, including:

- 1 in 3 patients in care homes
- 1 in 3 older people living independently
- 1 in 4 patients in hospitals
- 1 in 3 cancer patients

Malnutrition is associated with higher complications rate and risk of infections, longer hospital stays and increased mortality.

Malnutrition costs an estimated €170 billion a year to European countries.



MNI is recruiting an Executive Director to be the voice and face of the organisation at a global level.

The Executive Director runs the association and ensures the accomplishment of MNI's mission and vision.

The Executive Director sets the strategic agenda in close collaboration with the Executive Committee, and ensures its successful implementation with the support of the MNI team and relevant working groups.

The role is both internal and external facing:

- An important part of the role involves representing the industry at external events and towards external stakeholders, and developing effective partnerships to advance the provision of quality nutritional care to patients.
- The role also requires internal coordination and alignment to define the industry's agenda and position on developments of relevance to the sector.

Responsibilities:

- Representation of the Medical Nutrition Industry at all relevant levels: authorities, institutions, trade associations, scientific organisations, patient groups and any external stakeholder
- Identify and engage on issues/partnerships that might impact the medical nutrition sector
- Development of strategic programmes and oversight of their implementation through appropriate guidance to MNI working groups
- Manage the organization on a daily basis: from communication to financials and legal requirements. Manage the MNI team (3 part-time managers)
- Responsible for overall budget management
- Report to the MNI Executive Committee.

Experience required:

- Experience in C-level engagement
- Experience in working with scientific societies and key opinion leaders
- Experience in advocacy work at national, European and International level in health and/or nutrition policy
- Experience in working with regulatory authorities (either at the national, European or International level)
- Experience in managing/leading an organisation/NGO
- Experience in coalition building and stakeholder engagement
- Experience in the medical nutrition industry would be an asset.

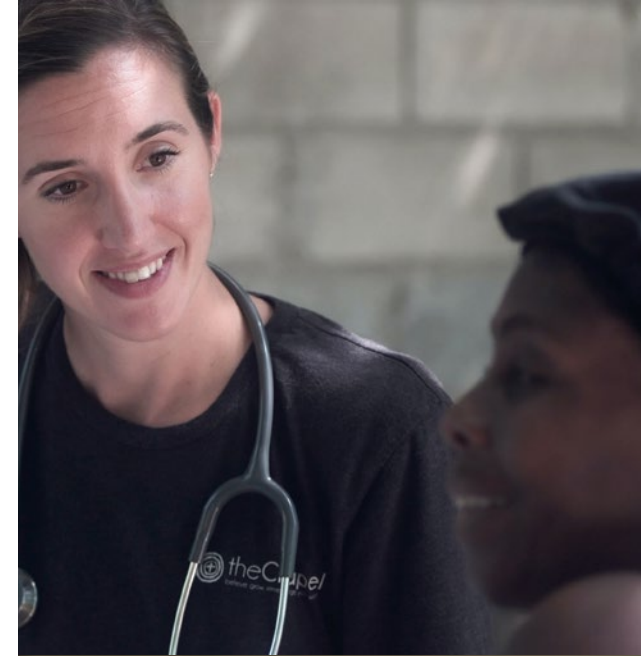
Skills:

- Strong leadership skills
- Excellent networking and interpersonal skills
- Ability to represent an organisation in external events and platforms
- Excellent English language skills
- Excellent communication skills
- Strategic and do-er mindset

What You'll Do

Ideal profile:

- Master's level (with a preference in the following areas: nutrition, health-related area, EU affairs, business management).
- Preferred location: Brussels area.
- Should demonstrate a genuine interest in nutrition and health, with the ability to engage effectively with different stakeholders and a talent for coalition-building.
- Ability to travel in Europe and internationally - 2 to 4 days per month (when travelling restrictions are lifted).
- The candidate must be able to lead and motivate an international and multi-cultural, multidisciplinary volunteer Board including experts in their field, and drive an inclusive and cohesive strategy effectively, leaning on the Terms of reference/statutes for the group.
- The candidate must be able to steer a long-term vision, with mid- / short-term strategies and actions related to research programmes, public policy engagement and communications.
- The candidate would preferably have experience in working with private sector members and steer sustainable and compliant funding / financial strategies.
- The candidate should have strong stakeholder connections and a network, as well as a good understanding of the health policy landscape in countries outside Europe. He/she should also have experience in patient advocacy.
- The candidate should have proven ability to translate complex science-based issues to simple language and narratives in context.



Recruitment Process



Dober Partners has been retained to draw up a shortlist of prospective candidates against the criteria set out in this document, and using their discretion and expertise to recruit a new Executive Director, together with MNI's Selection Committee and Executive Committee. If you wish to apply for this position, please send your CV and motivation letter to the Dober Partners – MNI search team below:

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