Director, Sustainability and Environment, MedTech Europe







Executive Search & Consultancy

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MedTech Europe is the European Trade Association representing the Medical Technology Industries, including Medical Devices, Diagnostics and Digital Health. MedTech Europe's mission is to make innovative medical technology available to more people while helping healthcare systems move towards a sustainable path.

MedTech Europe encourages policies that help the medical technology industry meet Europe's growing healthcare needs and expectations. It also promotes medical technology's value for Europe focusing on innovation and stakeholder relations, using economic research and data, communications, industry events and training sessions.

MedTech Europe has a secretariat of around 60 staff under the leadership of recently-appointed CEO Oliver Bisazza. The offices are located at Rue Joseph II, 40, Brussels in the heart of the EU Quarter.

About the European medical technology sector

Medical technologies are products, services or solutions used to save and improve people's lives. There are more than 500,000 medical technologies available in hospitals, community care settings and at home. Medical technologies can be everyday objects such as sticking plasters, syringes, surgical masks, and latex gloves, as well as spectacles, wheelchairs, COVID-19 tests and medical apps. Medical technologies also include total body scanners, gene mutation tests, implantable devices such as heart valves and pacemakers, and replacement joints for knees and hips.

Europe's 34,000 MedTech companies invest heavily in improving technologies and developing breakthroughs that improve the lives of patients and other healthcare stakeholders. These companies, 95% of which are SMEs, drive economic growth, provide employment in Europe, and boost EU exports. The European medical technology industry employs directly more than 800,000 people. In comparison, the European pharmaceutical industry employs around 840,000 people. The European medical technology market is estimated at roughly €150 billion.



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The role of the Director, Sustainability and Environment

As head of a newly created department, you will play a strategically critical role in the Sustainability and Environment domain, which is a top priority for MedTech Europe and the medical technology industry as a whole.

As Director Sustainability and Environment, you will report to the CEO and be directly responsible for helping ensure the MedTech Europe view is heard in the European sustainability debate, which is geared towards helping healthcare systems move towards a more sustainable path while keeping the benefits of innovative medical technology available to the patients and people who need them.

Your key duties areas of responsibility will be both 'externally' towards our industry's stakeholders, and 'internally' towards the companies in our membership:

- Externally: Outreach towards the EU institutions whether direct or as part of multistakeholder alliances
 on the implementation and/or revision of EU legislation on chemicals and other sustainability-related domains within the European Green Deal, including the Chemicals Strategy for Sustainability, the Sustainable Products Initiative and the Circular Economy Action plan.
- Internally: In partnership with MedTech Europe's communications team, the provision of regular and elegant information, training and capacity-building towards members on the content of EU legislative files in or linked to Sustainability and Environment



Key responsibilities of the Director, Sustainability and Environment

As a member of the MedTech Europe Leadership Team, you will contribute to the future strategic direction of the association, oversee a departmental activity budget, and regularly present progress updates to MedTech Europe's Board, its National Associations Council, and various other committees and working groups with an interest in your domain.

With the support of your team, you will take the lead in representing our Sustainability and Environment work towards the outside world, including the 'Brussels bubble' of EU stakeholders but also, where relevant, partner medical technology industry associations in Europe and around the world.

You will develop, train, nurture and be accountable for the performance of your team members, as they progress day-today on your department's dossiers, as they run the Sustainability and Environment working groups (which you regularly attend) and as they field requests for information or action from members.

Strategies and Tactics

Together with the CEO, fellow Leadership Team colleagues, and relevant specialists in the MedTech Europe membership, you will develop, advise on and take a key role in implementing strategies to advance the industry's needs in the Sustainability and Environment domain.

Key Competences of our Ideal Candidate

- A compelling communicator: Someone who can concisely and convincingly hold an audience's attention, whether presenting on your department's highlevel activities to business leaders or when discussing with experts the granular content of EU regulations.
- A consensus-builder: Someone with experience and a proven track-record in membership management, whether oneon-one or in a group setting. You can broker compromises and resolve disputes with a smile, and find solutions that leave all parties satisfied and listened-to.
- A project manager: Someone who can, in a typical week or day, agilely switch between workstreams on chemicals, on packaging, on supply chain due diligence, on electronic machinery and so-on...even where those workstreams have individual working groups, groups of interested members, projects and deadlines.

- A team leader: Someone who can supervise, motivate, train, appraise and support a team with diverse backgrounds, skillsets and duties. You have what it takes to continually develop these direct reports and maintain their morale, both as individual colleagues and as a collaborative unit that helps each other achieve shared/common goals.
- An legislative veteran: Someone with the procedural knowledge and personal network or network-building capabilities, to navigate the complex labyrinth of EU or national policymaking players, procedures and advocacy windows.
 Someone who can put together an A-Grade position paper or other advocacy tool, that reaches its intended audience and influences the public debate, at the right point in time.



Profile of our Ideal Candidate

- 10-15 years' experience in Environmental Affairs, Healthcare, EU Institutions or Industry
- Relevant experience working for a trade association or a medical technology manufacturer
- Excellent EU legislative knowledge, especially related to environmental and/ or chemical and/or healthcare regulations
- Proven experience leading, organizing and reporting on projects to diverse audiences
- Ability to source, contract, supervise (and hold accountable) external consultants whose services can help us deliver our goals with excellence
- Strong communication and interpersonal skills, including a forte for active listening
- Fluent in English, other EU language(s) highly appreciated
- Possess or have a demonstrated ability to create and nurture own network
- Up-to-date knowledge of Microsoft Windows (Word, Excel, PowerPoint, Outlook, Teams)
- Master's degree, ideally in Environmental, Biomedical, Natural, Political or Social Sciences

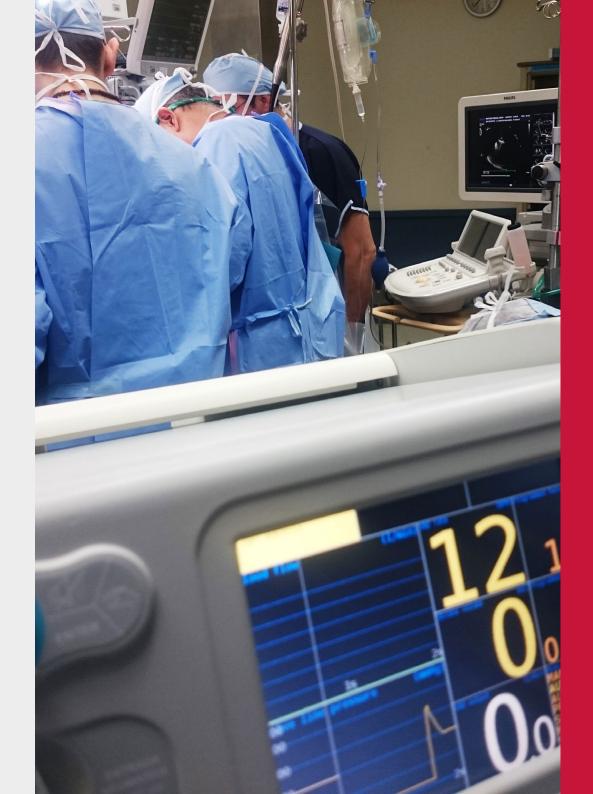
Offer

- Competitive Salary + Performance Bonus
- Car or mobility allowance
- Luncheon Vouchers
- Mobile Phone Subscription
- Laptop
- Pension Plan & Medical Plan (+ Family)
- Flexibility to work up to 2 days/week from home if desired
- A stimulating office environment working on matters that concretely contribute to the availability of patient care and healthcare services





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 Director, Sustainability and Environment, together with the CEO of MedTech Europe.

If you wish to apply for this position, please send your CV to the Dober Partners – MedTech Europe search team below:

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