

You are looking for a full-time position in a global strategy consultancy as a

Business Development Director

to streamline patient access to life-changing treatments through expert guidance, innovative tools, and impeccable delivery?

Location: DACH Region / Hybrid (Office location: Hannover, Germany)

Salary: Competitive, based on experience



We are Kintiga (formerly MAP Patient Access, Axtalis, and SKC), a pan-European specialist consultancy partnering with ambitious health technology developers through the complex journey to achieve successful market access across Europe, with our tailored approach, global perspective and local expertise. Our clients in healthcare and life sciences are leading innovators in pharma, biotech, medtech, digital health, and diagnostics. Join our team and help shape the future of the cutting-edge healthcare solutions in Europe. At Kintiga, we cultivate a collaborative and entrepreneurial culture where every voice matters. We value diversity, openness, and integrity - encouraging our team members to bring their ideas and passion to work every day. Become part of a supportive, dynamic team that thrives on innovation, lifelong learning, and making a meaningful impact in healthcare and life sciences.

How you will create an impact:

As Business Development Director you report directly to the Chief Commercial Officer and work closely with the German Managing Directors, the Business Development team, and senior staff members. You will lead new client acquisition, account development, create winning proposals, and design and execute growth strategies that open new market opportunities for Kintiga across Europe. By overseeing client relationships and driving commercial excellence, you will ensure successful launches and reimbursement for innovative health technologies. Your role will directly impact Kintiga's revenue growth and strengthen our position as a leader in pan-European market access consulting.

- Drive business development, proposal management, and client relationship building
- Define portfolio vision, drive innovation pipeline, and align strategies across geographies
- Advise key accounts and guide high-impact partnerships with clients, ensuring satisfaction and long-term partnerships
- Translate market trends into actionable insights for proposal development
- Steer corporate development projects: market analyses, competitive intelligence, and industry best practices to shape targeted go-to-market strategies and product innovation
- External thought leadership representation at international conferences and associations
- Champion Kintiga values, mission and vision and foster a entrepreneurial, collaborative, high-performance team culture
- Serve as strategic lead & product owner for key German market access by driving market access and pricing strategies



About you:

- Advanced degree in life sciences, business, health economics, medicine or pharmacy
- Excellent German and English language skills
- Minimum of 5 years' experience in market access consulting or BD within the German and European pharmaceutical or healthcare industry, ideally with international exposure
- Demonstrated success in client relationship management, driving business growth and meeting revenue targets
- Strong understanding of the German and European pharma & biotech sectors as well as market access landscapes
- Thought leadership and ability to influence senior stakeholders
- Networking & relationship building skills with strong connections in relevant industries
- Excellent organisational & agile project management expertise
- Strategic mindset, negotiation competence analytical thinking and problem-solving ability
- Strong financial acumen to ensure proposals are financially viable
- Outstanding presentation & communication skills
- Advanced skills in CRM & project management
- Affinity for technical advancements & data tools
- Occasional availability to travel
- Multilingual communication skills (preferred)

What we offer on top:



Dynamic work environment with a **highly motivated team**.



Exciting **career opportunities** in a fast-growing international business.



Entrepreneurial culture, openness, and integrity.



A comprehensive **onboarding and mentoring program** as well as employee events.



Individual development with extensive training and development programs.



Generous annual leave and a permanent position



High-end digital equipment, **AI-based tools** and **hybrid working**.



Modern, centrally located office space with a variety of healthy snacks



Attractive corporate benefits: well-being support, E-Leasing, employee events and much more.

Sounds good to you? Apply now!

We look forward to receiving your application, incl.

- Letter of application
- Curriculum vitae
- Complete certificates incl. high school diploma
- Earliest possible start date
- Salary expectations

Your contact:

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E-Mail: recruitment@kintiga.com

Please submit your application via our **online application portal**.



"The collegial team and the modern working environment is simply great. We support and can rely on each other, especially in busy times. It's great that everyone takes responsibility." Britta Olowson, Manager Human Resources



"What drew me to Kintiga was its dynamic growth, streamlined decision-making, and the freedom to bring in and realize my own ideas." Dr. Lara Schröder, Director Market Access



<https://kintiga.com/about-us/careers/>

