

Are you looking for a full-time position in a global strategic consultancy as a

Global 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



Kintiga is a pan European specialist consultancy supporting health technology developers to achieve successful market access across Europe through a tailored, locally informed and globally connected approach.

Our clients span pharma, biotech, medtech, digital health and diagnostics. We partner with leading innovators to support the successful launch and reimbursement of breakthrough therapies and technologies.

At Kintiga, we foster a collaborative and entrepreneurial culture where expertise, curiosity and impact matter. We value diversity, openness and integrity, and encourage our people to bring ideas, energy and ambition to their work. You will join a dynamic, supportive team focused on innovation, lifelong learning and delivering meaningful outcomes in healthcare and life sciences.

How you will create an impact:

As Global Business Development Director, you report directly to the Chief Commercial Officer and play a pivotal role in shaping and delivering Kintiga's global and European commercial growth strategy. You own key Global and EU pharmaceutical accounts, engaging C-suite and senior commercial stakeholders to position Kintiga's expertise, originate high-value opportunities, and drive sustainable revenue growth.

You will be responsible for strengthening Kintiga's leadership in pan-European Market Access consulting by embedding German market access expertise earlier and more centrally in global and EU client programmes, reinforcing Germany's role as a commercial and delivery hub for priority global and multi-country engagements.

- Own and deliver business development strategy for Global and EU pharmaceutical accounts
- Create and convert high-value opportunities, managing a global pipeline through to close
- Build and maintain senior, trusted relationships with C-suite and commercial Leaders
- Lead client pitches and oversee development of high-quality proposals
- Embed German market access expertise early in global and EU opportunities
- Shape commercial scope, pricing and narratives with delivery and operations Teams
- Identify and manage commercial and delivery risks with clear win strategies
- Represent Kintiga externally and champion its values and culture



About you:

- Bachelor's degree (or higher) in life sciences, business, health economics, medicine, pharmacy or a related field, with significant market access experience
- Native-level or fluent German and English language skills
- Minimum of 5 years' experience in business development, market access, consulting or related roles within global or European pharmaceutical or healthcare organisations
- Demonstrated success in senior client relationship management, driving revenue growth and meeting sales targets
- Strong understanding of the German and European pharma & biotech landscapes, including HTA, regulatory and market access environments
- Consultative selling approach with strong negotiation capability and solution-oriented mindset
- Excellent interpersonal, communication and presentation skills, with the ability to engage senior stakeholders
- Strong strategic, analytical and commercial acumen, with solid financial understanding to ensure proposals are commercially viable
- Advanced capability in CRM and project management tools, with strong organisational and agile delivery skills
- High drive, ambition and comfort working independently while collaborating across cross-functional teams
- Willingness to travel occasionally across Europe



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**



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:

David Robinson

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 on 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/>

