

Oviva is the digital healthcare provider for diet and lifestyle related health conditions such as obesity and type 2 diabetes in Europe. Our technology-driven approach is clinically validated in published trials and by over 80'000 patients to date to drive better outcomes and massively reduce associated healthcare costs.

Oviva is rapidly expanding in Switzerland, Germany, France and the UK, backed with ample financing from leading VCs. Our go-to-market strategy is proven, a unique feature for a digital health startup and needs to be scaled massively in the next years to reach our vision to have meaningful impact in improving the treatment paradigm and health of patients with diabetes and obesity.

For our next phase of growth, we are looking for a

Managing Director Switzerland (100%)

Your goal is to scale our business in Switzerland. You will lead our 70-person organization including our clinical services, operations, sales and marketing, multiplying in size over the next years. You will develop relationships with key stakeholders from healthcare providers, payers, patient organizations and academic institutions. As you build your team, you need to ensure reliable, scalable processes as well as be experimental and embrace that failure is part of the process to success.

You will report directly to the CEO as part of our overall executive team.

Required skills:

- Experienced leader, having built and lead high-performing teams
- Business or commercial experience in the Swiss healthcare system
- Demonstrated success of growing revenues and managing a P&L
- University-level degree, at best in a healthcare or life-science profession
- Excellent oral and written skills in German, English and ideally French
- Structured, analytical, problem solving, driven, energetic and able to learn fast

Main tasks include:

- Leading and rapidly scaling our Swiss business and team, including full P&L responsibility
- Develop key relationships across the healthcare system (requiring travel across Switzerland)
- Build an efficient clinical services business and team with reliable, scalable processes
- Set group and country strategy together with the overall leadership team

Our offer:

- Unique opportunity in a high-growth and professionally meaningful digital health business with a world-class team of clinicians, business experts and technologists
- Competitive compensation including equity options

Start as soon as possible. Location will be Zürich with occasional travel to our other countries.

If you are interested, please send inquiries or your complete application to kai@oviva.com.