

Head of Health

Frist:

Tiltrædelse:

As soon as possible

Lokation:

Rørrosevej 1, 3450 Allerød

- Do you see yourself shaping the future of Health Retail?
- Do you thrive on building strong supplier partnerships, leading high-performing teams, and driving innovation to create winning category strategies?
- Are you ready to join Matas Group, a purpose-driven, market-leading retailer with bold ambitions for growth across the Nordic region?

Then we would like to hear from you.

Over the past years, Matas has evolved from Denmark's leading Health & Beauty destination into a Nordic omnichannel retailer operating across four markets across Matas and KICKS. Our purpose is ...for beautiful lives, and our ambition is to Win the Nordics by becoming the #1 retailer in all Nordic markets, channels, and core categories.

We are supporting our 6 million customers throughout their lives. From everyday routines to life-changing moments—from childhood to motherhood, puberty to menopause, young to aging—we are introducing innovative Health & Wellness solutions to the high street and keep developing into a modern wellness-driven destination.

To support this, we are seeking a commercially astute, growth-oriented, customer-centric category leader to elevate our Health offering and propel our ambitious group strategy forward.

Notes on the Team:

You will join Group Matas' Commercial Department, overseeing performance across Matas and KICKS. Within this, the Health, Wellness & New Business Team drives category management and strategic growth initiatives.

As Head of Category, Health, you will report to the SVP Health, Wellness & New Business and hold people management responsibilities. Currently, all team members are based in Denmark.

Success in this role requires strong collaboration across multiple teams, including commercial, marketing, finance, supply chain, regulatory, and store operations across Matas and Kicks.

Your Main Responsibilities:

- **Define and execute the Health category strategy** to drive growth across markets and channels. Challenge the status quo, innovate new ways to deliver Health to our customers, and lead the ongoing strengthening and expansion of the category.
- **Manage the category P&L**, ensuring strong financial performance through effective cross-functional collaboration.
- **Expand and source** the most relevant Health assortment while **strengthening supplier relationships**, securing the best terms through negotiation and joint business planning.
- **Co-develop and manage** the Own Label product pipeline in collaboration with the In-House Brands team.
- **Effectively lead, coach, and develop** the Health Category team, ensuring team satisfaction, growth, and career progression.
- **Champion Matas Group values** of *Results, Relations & You*.

Your Profile:

- You have **direct experience managing a large P&L in a fast-paced, growth environment**, with a proven track record of delivering profitable growth.
- You bring **extensive category management expertise** from at least seven years in a commercially focused role with a retailer or supplier, demonstrating success in **strategy execution, negotiations, and partnerships**.
- You are an **inspiring leader** with a demonstrated history of successfully building and guiding high-performing teams. You promote a team-first culture, prioritising team satisfaction, development, progression, and coaching.
- You have a **deep understanding** of key players in Nordic Health Retail (retailers, pharmacies, suppliers) and emerging market trends, including **regulatory considerations**.
- You ideally have experience working **across multiple Nordic markets**.
- You are a natural relationship builder with **strong stakeholder management skills**, skilled in coordinating efforts across internal teams and external partners.

- You ideally have **experience working with Own Label** development alongside regulatory and product development teams.
- You can work from Matas HQ in Allerød at least three days per week.

What's in it for you?

Here at Matas Group, our purpose is ...*for beautiful lives*, being your true companion throughout all stages of life. We are guided by our three core values: *Results, Relations, & You*, and you'll find that you are welcomed as the person you are. We support you on your personal and professional journey, and together, we create the best place to grow.

Your day-to-day benefits include:

- Flexible working hours with the possibility of working up to 2 days a week from home or from our offices in Købmagergade, Copenhagen or Klarabergsviadukten, Stockholm.
- A culture based on collaboration, an open mindset, and the willingness to challenge the status quo.
- Opportunities for professional and personal development.

Do you want to learn more?

If you have questions or would like to know more about this position, please contact **Nick Janulewicz** (nimi@matas.dk, +45 53 77 71 63).

If this job sounds appealing, please send your resume by clicking "*Apply*."

We look forward to hearing from you!