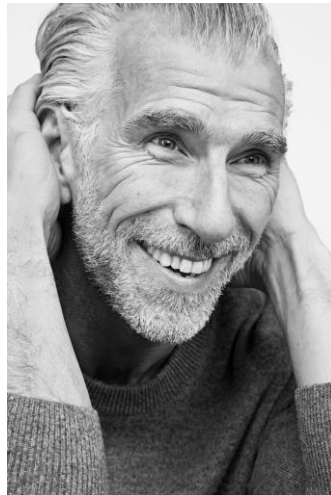


Smart choices for everyday healthcare

Karo Pharma offers a portfolio of everyday healthcare products and services that help prevent illness and treat health problems. With a wide range of trusted, documented, and original brands, backed by services for partners, customers, and consumers, we provide people with the options, knowledge, and access they need to stay healthy. We call it smart choices for everyday healthcare. We specialize in seven product categories: skin health, intimate health, digestive health, foot health, wellness, pain, cough and cold and specialty products such as Rx pharma care. Across these categories we own a range of differentiated brands in both prescription drugs (Rx) and consumer products (OTC).

Karo Pharma's products and services are present in over 60 countries with own subsidiaries in over 11 European countries. Karo Pharma has a revenue of SEK 2,9 bn in 2020, is headquartered in Stockholm and listed on NASDAQ First North Growth.



RGM Analytics Manager

📍 Maidenhead (UK) / Stockholm (Sweden)

Roles & Responsibilities:

- Develop and publish of a suite of RGM (Revenue Growth Management) insight reports (on the key Brand, Market combinations, etc.) using market data
- Structure, visualize, and present the data through Excel or Power BI
- Supporting the key markets to develop a fact-based RGM plan for the specific market which includes appropriate price level execution
- Utilize the market data effectively to build win / win plans for Karo and our customers
- Provide high-level insights for the Global squad leads to support their building of three year pricing and pack strategies for the key brand/ market combinations.

Qualifications and education:

- Financial acumen: understanding of how to increase sales, profit and profitability
- High level of numerical reasoning
- MS Office proficient (advanced excel)

- Power BI or alternatively Tableau competence desirable
- Ability to influence, network, and communicate efficiently – you build trust and influence outside your team
- Experience with FMCG industry
- Trade Promotions Management experience is an advantage
- Fluency in English
- Ability to work independently
- Having the background in any commercial discipline, sales, category, marketing, RGM, as well as financial or data background

Personal Profile:

- Commercial mindset and analytical capacity
- Positive, driven and self-motivated
- Ability to work in a dynamic and rapidly growing environment
- Show strong evidence of our Karo values

We offer:

- Opportunity to create, grow, and encourage
- Apart from a competitive salary pack, there are lots of growth opportunities to meet your personal ambitions
- Flexible schedule and life work balance
- Responsibility for exciting and challenging projects that have a direct, visible impact on our customers and the industry
- Very positive work environment in a young, international, and motivated team

Karo Pharma has a Diverse & Inclusive environment. We are looking for qualified candidates irrespective of gender, gender identity, sexual orientation, ethnicity, race, religion, national origin, disability or age.