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## Chief Commercial Officer – LifeClean

LifeClean is expanding the international market presence of its chlorine dioxide-based disinfectant.

The organisation is developing, and we are looking to hire a Chief Commercial Officer. The ideal candidate brings extensive experience from similar type of business areas, particularly within medtech or hospital-focused environments.

It's a new role in this set up and a key hire for Lifeclean's future growth journey!

### About the Role

The role is created to drive revenue growth and to lead the commercial strategy along with the growing the commercial organisation across international markets. The role will have sales, marketing and business development functions as reporting responsibilities. The key focus of this role is on scaling the business expansion across global markets, optimizing commercial operations, and ensuring alignment with the company's overall goals. Note that the organisation today is slim with the vision to grow along with the revenue growth ahead.

While the preferred location for the position is Stockholm, strong candidates based in other key regions will also be considered. The position involves travel with periods of more frequent global travel.

### Key Responsibilities

- **Commercial Strategy:** Developing and executing Lifeclean's overall commercial strategy in line with the company's overall vision and goals as well as aligning sales, marketing, and customer success efforts.
- **Leadership:** Leading and mentoring the commercial teams, fostering collaboration and accountability. Some team members work remotely so previous remote team leadership is preferred.
- **Global Market Expansion:** Identifying and pursuing new market opportunities to drive revenue growth and expand Lifeclean's reach in the different business areas.
- **Client development:** Build and expand the current as well as new network of B2B resellers/wholesalers and partners across the global markets. The candidate is expected to handle their own portfolio of customers.

- **Marketing:** general knowledge and experience in marketing with focus on lead generation as well as SoM / digital marketing.
- **Customer Acquisition and Retention:** Implementing strategies to acquire new customers in the various markets and retain existing ones, ensuring a positive customer experience.
- **Cross-functional Collaboration:** Working closely with other executive team members to ensure alignment
- **Regulatory:** work closely with the regulatory team as well as with external clients and partners to ensure that the local regulations are followed as well as permits in place for further global expansion.

### Experience & Qualifications

We are looking for a strategic scale-up CCO who will drive revenue growth, expands market presence, and ensures the commercial success of the innovative company.

#### The ideal candidate for this position has the following background:

- Proven track record of driving revenue growth from a commercial international position in a similar scale up /growth phase.
- Leadership experience, ideally track record from leading and mentoring a multi-function commercial team fostering a commercial culture of collaboration and accountability.
- Extensive experience in developing and scaling distributor and reseller networks across international markets.
- Deep understanding of business strategy, market dynamics, and revenue generation.
- In-depth knowledge of strategic sales processes with regulatory complexity.
- Experience from working globally is preferred.
- Ideally a background from sectors such as: healthcare, life science, chemicals or similar
- Degree; MSc in Engineering/Chemistry or similar educational background.
- Fluent in English is a must; additional languages are also beneficial.

#### Personal attributes:

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- Strategic and commercially driven, with a pragmatic and entrepreneurial mindset.
- High level of cultural awareness and experience managing complex stakeholder landscapes across public and private company settings.
- Excellent interpersonal skills and adaptability to work in varied market contexts.
- Analytical with ability to analyse data, identify challenges, and make informed decisions to drive results.

If you are interested in applying, please send your resume to [work@lifeclean.se](mailto:work@lifeclean.se)