

Commercial Lead — Business Development

MyLymphCare · Denmark · Full-time

About MyLymphCare

MyLymphCare is an early-stage medtech company developing a home monitoring device for lymphedema — a chronic condition affecting millions of cancer survivors worldwide. Using bioimpedance technology, our solution enables patients to detect fluid changes early, before symptoms worsen. We are now looking for our first commercial hire to help us bring this product to market.

The Role

This is a founder-mode role — we need someone who can think strategically and execute hands-on. You will be responsible for building our commercial traction from the ground up, working closely with the founding team across two distinct go-to-market channels:

- Direct-to-patient, primarily through physiotherapists and specialist clinics
- Health system access — a market creation challenge, since early detection of lymphedema is not yet standard practice in most healthcare systems

The health system channel is your primary focus. This is not a conventional medtech sales role — you will be building relationships with key opinion leaders and clinical champions, creating awareness of the problem, and navigating the path from interest to signed pilot agreements. You will own the full arc: opening doors and closing deals.

What You Will Do

- Identify and develop relationships with clinical champions, oncology and lymphology networks, and physiotherapist communities in Denmark, Sweden, Germany, and the Netherlands
- Create market awareness where the problem is not yet formally recognised — changing care pathways takes patience, credibility, and persistence
- Drive pilot projects and proof-of-concept agreements as the primary success metric in year one
- Build and maintain a high-quality commercial pipeline, with clear reporting to the founding team
- Contribute to marketing and communication materials that speak to both clinical and patient audiences

What We Are Looking For

- Proven experience in business development, ideally within medtech, health tech, or life sciences
- Familiarity with MDR/medtech regulatory context — you do not need to be an expert, but you need to be comfortable in this environment
- A hunter mentality: you create opportunities, not just respond to them
- Fluent in Danish and English; additional Nordic or European languages are a strong advantage
- Comfortable with ambiguity and early-stage company dynamics — this role requires initiative, not a playbook

What We Offer

A rare opportunity to shape the commercial strategy of a meaningful medtech product from day one — with direct access to the founding team, real ownership of your work, and the chance to be part of building something that genuinely improves patients' lives.