

# Head of Business Development & PMO

## Are you our new Head of Business Development and PMO?

WHITEAWAY GROUP

**Do you thrive at the intersection of strategy and execution? And do you have the commercial sharpness to identify opportunities and the drive to turn them into reality? We're looking for a senior leader to take ownership of our business development agenda and ensure our most critical strategic initiatives actually land.**

*You'll be joining the leadership team of our Corporate Affairs division, heading up a small and high-impact team working at the very heart of Whiteaway Group. The team covers Business Development, PMO and ESG, and you'll be working closely with the Chief Corporate Affairs Officer and the broader executive team on the initiatives that shape the company's future.*

### Here's what you'll be doing:

- Building and driving the business development pipeline: Identifying, evaluating, and progressing strategic and M&A opportunities, partnerships, and new market initiatives across the Nordics
- Running and further develop the PMO function by maintaining portfolio oversight, governance standards, and executive-level reporting across the group's strategic and ESG project portfolio
- Building and pressure-testing business cases with financial modelling and commercial analysis to support executive and board-level decisions
- Acting as a trusted sparring partner to the CCAO, CEO and the entire executive team on strategic priorities and major decisions
- Ensure executive support to our CEO and Board of Directors

### What we're looking for:

- Someone who can move seamlessly between developing strategic framework with the CEO and holding a project owner accountable for a delayed milestone: Strategy and execution are the same thing to you, not two different modes
- A strong commercial and analytical mindset – problem-solving is your core skill whether you apply it to financial modelling or strategic frameworks
- Experience from management consulting, corporate development, or a similar environment where you've driven complex processes to conclusion
- A structured approach to execution. You know how to govern a project portfolio and hold the organisation accountable on delivery
- A confident communicator who is equally credible in the boardroom and in early-stage external dialogues
- A collaborative and empathetic leader who can motivate a small team and navigate cross-functional stakeholder landscapes with ease

**We like to think we have quite an amazing workplace, including:**

- A dynamic and international environment with room for you to be you,
- Lots of opportunities for your own professional development and for you to make an impact,
- A flat, informal organisation with a high degree of independence and short decision-making processes,
- A wide range of employee benefits, including health care, lunch scheme, gym, Friday breakfast, employee discounts and social events.

**About Whiteaway Group**

Whiteaway Group started with a simple idea, a commitment to our customers, and with a passion for digital innovation. Today, we're a successful retailer, selling and delivering household appliances across Scandinavia. We're change-makers at heart – it's the very core of everything we do.

We're committed to creating an inclusive environment for all employees and welcome applicants from all backgrounds, beliefs, and identities.

**Interested? Here's how to apply:**

We'll screen and interview on an ongoing basis – so please don't hesitate to apply.

Need more information? Contact Sofie Teilmann Gildsig, Chief Corporate Affairs Officer, [atstg@whiteawaygroup.com](mailto:atstg@whiteawaygroup.com). Please note that applications are only accepted via the apply button.