

MILO·X

CLIENT STRATEGY & GROWTH DIRECTOR

(m/w/d)

THE HOUSE

MILOVISION is a creative house of ventures, built for brands operating in high-responsibility, high-complexity environments; a professional home for uncommon minds, founded in 2018.

We unite the discipline of design, the precision of science, and the possibilities of technology to shape communication that is clear, intelligent, and culturally resonant: with a globally operating creative and strategic boutique agency at our core, and products built at the frontier of design and technology.

We believe intelligence isn't measured by volume, but created by the ability to shift perspective. We create clarity where there is complexity, and we see beyond: the brief, the obvious, the expected.

THE VENTURE

Milo·X is governed content infrastructure for pharmaceutical and life-sciences brands. It holds a brand's approved claims, references, safety language, visual identity and market requirements as a single governed context, then creates, adapts and routes content inside those rules, with every asset traceable to what it was built from. Compliance stops being a verdict at the end and becomes an input at the start.

Milo·X works with global top 20 pharmaceutical brands and is expanding. The technology is our own, developed in-house, and we started building it ahead of the market.

THE WIDER HOUSE

Milo·X sits inside MILOVISION, alongside our creative and strategic agency and a second product venture at the frontier of design and technology.

FOR WHOM

For people who question the default.
Who think beyond their roles.
Who expand what's possible.

TRAITS

Curious. Independent. Exceptionally intelligent, and deeply human.

WHY THIS ROLE EXISTS

The platform is expanding: into more markets, more teams, and more of the content our clients produce. This role exists to lead that expansion. It is the first senior commercial hire in the venture, and it owns the client relationships, the growth and the standing of the platform in the industry.

THE ROLE

You own Milo·X commercially: adoption inside client organisations, the growth of the accounts, the delivery of our AI innovation work as a paid service, and the marketing that makes the platform known in its category. You work directly with the CEO and Founder, the Head of Product, and our Studio Operations Lead.

You are not starting from cold. Partnerships and senior introductions come through our Head of Growth and Partnerships. From the introduction onwards the account is yours: converting it, landing it, getting the platform adopted, delivering the work, and growing it.

WHAT YOU'LL DO

- Lead adoption inside client organisations. Our clients work under real regulatory constraints and long-established ways of working, and our job is to help them adopt AI inside those constraints rather than around them. You turn first projects into standing practice, team by team and market by market.
- Own the accounts commercially. Forecast, widen the platform's footprint inside each account, and negotiate and close those expansions yourself.
- Run our AI innovation content projects as a paid service, with the Milo·X team, to the standard our clients are themselves reviewed against.
- Own marketing and visibility for Milo·X. The category narrative, congress and conference presence, published case work, and the demand that comes from them.
- Build the marketing engine, AI-enabled, so that reach does not depend on headcount.
- Bring what you learn back into the product. You will be the closest person to the client, and you work hand in hand with our Head of Product.
- Hold the MILOVISION voice while giving Milo·X its own edge.

WHAT YOU BRING

- Ten years or more in client-facing commercial roles, at senior account director level or above, with your own named accounts and your own number.
- Marketing you have executed yourself, not only directed. Positioning, narrative, campaign, demand.
- Commercial experience in regulated or high-responsibility organisations, where medical, legal and regulatory review is part of the work.
- Experience of an environment where the offer changed between quarters, and you were often the person who changed it. High standards held at pace, in a team that is small by design.
- Fluency with AI in your own hands. You build with it, you orchestrate it, and you use it to move further than one person otherwise could.
- Fully fluent English, written and spoken, at a level where you can write copy we would publish and hold a room of senior stakeholders.

WHAT WOULD ALSO HELP

- Hybrid experience across service delivery and SaaS products, rather than one or the other.
- A pharmaceutical or life-sciences background.
- German. Our working language is English and we operate globally, so this is welcome rather than needed.

HOW WE WORK

- No micromanagement, which means proactivity and reliability are the price of entry.
- Self-accountability. You own the outcome, not the task list.
- Solutions over reports.
- High standards, held quietly and consistently, in work our clients put their name to.

THE ENVIRONMENT

We operate as a highly agile, high-performing team in a complex and regulated environment, with no bureaucracy standing between a decision and the work. We expect curiosity, and the appetite to keep learning and growing.

THE ESSENTIALS

Location	Hamburg, Germany.
Language	English, fully fluent. German welcome, not required.
Engagement	Full-time, permanent, internal role.

IN THE OFFICE

At least two days per week in Hamburg. We work in the same room when it matters, and the first year of this role has a lot of moments that matter.

GROWING HERE

Regular one-to-one time with your lead, in both directions.

We invest in learning and development, inside the company and beyond it, because we do not think all growth happens in-house.

THE EXPERIENCE

We have a Chief Experience Officer. Not as a title, but because the experience of the people building what comes next matters to us as much as what gets built. It shows in our Milo Home, in company offsites and team events, as well as in personal benefits across fitness, mobility and healthcare.

WHAT WE OFFER

The mandate	Commercial ownership of a venture that is already live with global top 20 pharmaceutical brands, at the point where it expands.
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WHO WE WANT TO HEAR FROM

If you recognise yourself in most of this but not all of it, we would still like to hear from you, and we mean it.

We hire for perspective, and we welcome applications from people of any background, age, gender, origin, religion or identity.

TO APPLY

applications@milovision.com

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MILOVISION IS AN EQUAL-OPPORTUNITY EMPLOYER. WE WELCOME APPLICANTS OF EVERY BACKGROUND AND SELECT ON THE STRENGTH OF SKILLS, EXPERIENCE, AND FIT WITH HOW WE WORK.

MILOVISION