

Profile Summary

Rie Færch Saabye is an accomplished business development professional with over 20 years of experience in the MedTech sector and other B2B industries. She specializes in corporate strategy, new business valuation, strategic partnerships, M&A, go-to-market strategies, and investor engagement. With a structured and results-driven approach, Rie has successfully contributed to the growth and transformation of startups, high-growth companies, and global market leaders.

Key skills

- Business development and corporate strategy
- M&A execution and post-merger integration
- Strategic partnerships and go-to-market planning
- Leadership in multicultural and interdisciplinary teams

Career Highlights

- Founder, Saabye Consult (2023-Present): Provides tailored business development solutions to MedTech companies, including business case creation, partnership development, and go-to-market strategies.
- Director of Corporate Business Development, EYE-GO (2021-2023): Led commercial activities for a MedTech startup, driving B2B partnerships, investor communications, and strategic funding initiatives.
- Director of Corporate Business Development, 3Shape A/S (2016-2020): Managed global strategic partnerships and M&A projects, including commercial due diligence and corporate strategy facilitation.
- Marketing & Business Leader, Philips Health Systems (2018–2019): Developed and executed the Nordic diagnostic and treatment business strategy.
- Business Development and M&A Roles, Ambu A/S (2011–2016): Re-established the M&A function, executed transactions, and introduced digital tools for enhanced marketing and customer engagement.

Education

- M.Sc. Int. Marketing & Management - Copenhagen Business School (CBS)
- CEMS Master in Int. Management - CBS and Consulate General, Frankfurt, DE
- Postgraduate course in Mergers & Acquisitions and Valuation - CBS

Languages

Danish (Native), English (Fluent), German (Advanced), Swedish (Proficient)