

ACCOUNT MANAGER- ACUTE CARE

Posted on 15 oktober, 2024

Company Name Mölnlycke

Location Femklövern

Job Description

Mölnlycke is a world-leading medical solutions company that delivers innovative products and solutions to help healthcare professionals optimize patient care and achieve clinical and economic outcomes.

Do you want to be a part of our exciting journey?

We are now looking for an **Account Manager** for **Acute Care** within our **Wound Care division**.

With us, you will have the opportunity to work with market-leading, high-quality products in a global Swedish company with a strong brand and a positive corporate culture.

Your role

You will be independently responsible for your region in the **Femklövern** area. Your customers will be within the hospital sector, including departments such as surgery, operating rooms, dermatology, and plastic surgery clinics. You will be part of our sales team, which consists of a total of 5 sales representatives.

You will report to the Sales Manager and work from your home office, but you will spend most of your time visiting customers. This position includes travel within your region, with an average of about one overnight stay per week.

Key Responsibilities

- Develop and guide existing customers while identifying and approaching new customers to achieve sales targets and budget goals.
- Plan, execute, and evaluate the activity plan for your district.
- Assist in planning and participating in seminars, trade shows, and exhibitions.
- Stay up-to-date with market developments and trends both regionally and nationally.
- Prepare for and participate actively in procurement processes.

Your Background and Profile

- Minimum of two years of sales experience within the hospital sector.
- Nursing background or other healthcare experience is preferred but not mandatory.
- Experience in wound care or surgical environments is an advantage.
- Ability to work independently and with a goal-oriented approach.
- A strong team player who enjoys collaborating with others but also has a high level of self-motivation.
- Strong communication skills with the ability to build long-lasting customer relationships.
- Proficiency in both Swedish and English is essential.
- Familiarity with Microsoft Office and CRM systems is desirable.
- A valid driver's license is required.
- You are based in the Örebro, Västmanland, or Uppland region.

Application

In this recruitment process, Mölnlycke is collaborating with Moveup Consulting.

If you have any questions regarding the position, please contact recruitment consultant Annie Sjölund at +46 733-602984.

Please send your application, including your CV and a cover letter, to annie.sjolund@moveup.se.

By submitting your application, you also consent to us storing your personal data, including your CV and cover letter, and sharing this information with third parties (our client). You can withdraw your consent at any time.

We look forward to receiving your application!

Om företag

About Mölnlycke

Mölnlycke is a world-leading medical products and solutions company that equips healthcare professionals to achieve the best patient, clinical and economic outcomes.

Our business is organised in the four business areas Wound Care, Operating Room Solutions, Gloves and Antiseptics, where customer centricity, sustainability and digitalisation are at the heart of everything we do.

Mölnlycke employs around 8,400 people. The company headquarters are in Gothenburg, Sweden

and we operate in more than 100 countries worldwide. Since 2007, the company has been part of Investor AB, an engaged owner of high-quality, global companies which was founded by the Wallenberg family in 1916.

For more information, please visit www.molnlycke.com

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