

ACCOUNT MANAGER-MEDICATION DELIVERY SOLUTIONS

Posted on 23 maj, 2024

Company Name BD

Location Femklövern/Stockholm

Job Description

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Join the dynamic team as a full-time Account Manager, overseeing the Femklövern region.

This role provides a unique opportunity to contribute to their mission of providing comprehensive medical solutions, driving both top and bottom-line sales growth. It's a field-based role that involves travel within the territory and overnight stays - your ideal location is Uppsala, Örebro, Västerås or Eskilstuna, but we are also open to candidates based in Stockholm.

As a leading manufacturer and supplier of products that are used daily in healthcare, the Medication Delivery Solutions (MDS) team provide a wide range of products for injection and infusion therapy, regional anaesthesia and closed medication management.

Responsibilities

- Deliver monthly and annual territory targets, aligning with country budget expectations.
- Foster sustainable sales growth on both short and long-term horizons.
- Develop and execute the Account Business Plan, aligning with key customer and platform strategies.
- Cultivate strong relationships with senior decision-makers and influencers, emphasizing BD's strategic value proposition.
- Drive Customer Centricity activities, ensuring compliance with BD Way of Selling 2.0.
- Manage CRM and provide daily reporting for informed decision-making.
- Stay informed of competitor activities, sharing insights with the sales and marketing teams.
- Collaborate internally to address customer and market requirements through strategic business planning and sales execution.

About you

- Possess a deep understanding of the Medical Device market, particularly vascular access

products, which is a significant asset.

- Hold a bachelor of science in nursing or other relevant degree and demonstrate a proven sales track record in the healthcare industry
- Experience in tenders and consumable products.
- Confident computer user with the ability to use CRM systems effectively.
- Proficiency in both English and Swedish
- The ability to create competitive and breakthrough short and long-term account strategies.
- A strong negotiator with the capability to build lasting relationships across all customer levels.

To apply

We are looking forward to receiving your application as soon as possible.

For more information about BD, the role and to apply, please contact Emil Jakobs, Moveup Consulting AB, 070-264 98 93

Applications must be sent by e-mail to: emil.jakobs@moveup.se

By submitting your application, you also give your consent to storing your personal information, including CV & Cover letter, and that we own the right to share this information with third parties (our client). You can withdraw the consent at any time.

Om företag

Becton Dickinson (BD) stands as a global leader in medical technology, revolutionizing healthcare with cutting-edge solutions. Their commitment to innovation in medical diagnostics, healthcare products, and research fuels their mission to transform patient care across the globe.

To learn more about BD visit: <https://bd.com/career>

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