

# ACCOUNT MANAGER- MEDICATION MANAGEMENT SOLUTIONS

*Posted on 24 januari, 2024*

**Company Name** Becton Dickinson

**Location** Östergötland- Mälardalen- Stockholm- Uppsala- Sundsvall- Umeå

## Job Description

### **Be part of something bigger at BD.**

Here, you'll help us share our innovative solutions with more clinics, physicians, pharmacies, and medical entities which will in turn benefit the health and well-being of people and patients all over the nation. It's an exciting, challenging and rewarding role, but you'll be working from a place of strength thanks to our trusted name, and the belief in our products that you'll quickly develop. Here, you'll be channeling all your experience into one singular goal: advancing the world of health™. At BD, you can make a true difference.

## Account Manager MMS

Are you eager to drive innovation in patient care? Join our dynamic team in Sweden. Your mission: boost hospital efficiency and patient safety through ground breaking solutions.

As an Account Manager, you'll be the architect of success, selling a range of Medication Management Solutions (MMS) products covering infusion treatments and medication dispensing within your territory. We're seeking a proactive, creative individual with a drive for identifying and seizing business opportunities.

Engage with key customers, including hospital pharmacy, IT professionals, nurses, biomedical engineers, and doctors. Demonstrate our technical prowess to manage multiple systems, guaranteeing optimal medication placement precisely when and where it's required.

With our technical capabilities, the MMS team can manage multiple systems and our operational capabilities enable us to have medications available when and where needed, reducing inefficiency and waste for nursing and pharmacy teams.

## Main responsibilities

- Collaborating with Business Development Executives and cross-functional teams to identify

- and pursue business opportunities in your territory
- Crafting territory and account plans aligned with the regional sales strategy
- Achieving annual sales objectives and fostering growth within the region
- Applying the BD Way of Selling, infusing Customer Centricity and Salesforce.com into daily activities
- Managing complex multi-account agreements with critical thinking
- Strategically converting MMS solution opportunities into revenue to advance the business

## **Are you the sales dynamo we're looking for?**

### **Your profile**

- Background in pharmacy with sales experience is a big advantage
- Written and spoken Swedish and English
- Adaptability, a penchant for learning, and a commitment to knowledge sharing
- Strong sales and customer service focus

This role involves travel.

### **Why join us?**

A career at BD means learning and working alongside inspirational leaders and colleagues who are equally passionate and committed to fostering an inclusive, growth-centered, and rewarding culture. You will have the opportunity to help shape the trajectory of BD while leaving a legacy at the same time.

To find purpose in the possibilities, we need people who can see the bigger picture, who understand the human story that underpins everything we do. We welcome people with the imagination and drive to help us reinvent the future of health. At BD, you'll discover a culture in which you can learn, grow, and thrive. And find satisfaction in doing your part to make the world a better place.

### **Become a maker of possible with us!**

#### ***Welcome with your application!***

Our partner, Moveup Consulting AB manages this recruitment process.

Feel free to contact Annie Sjölund at [annie.sjolund@moveup.se](mailto:annie.sjolund@moveup.se) or +46 733 602984

*By submitting your application, you also consent to us storing your personal data, including CV & cover letter and that we have the right to share this information with third parties (our client). You can revoke the consent whenever you want.*

## **Om företag**

### **We are the makers of possible**

BD is one of the largest global medical technology companies in the world.

Advancing the world of health™ is our Purpose, and it's no small feat. It takes the imagination and passion of all of us—from design and engineering to the manufacturing and marketing of our billions of MedTech products per year—to look at the impossible and find transformative solutions that turn dreams into possibilities.

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

**Consultant Name** Annie Sjölund

**Consultant Number** 0733-602984

**Consultant Email** [annie.sjolund@moveup.se](mailto:annie.sjolund@moveup.se)

**Cosultant Linkdin** <https://www.linkedin.com/in/annie-sj%C3%B6lund-8997048a/>