

ACCOUNT MANAGER

Posted on 15 oktober, 2024

Company Name Account Manager

Location Denmark or South of Sweden

Job Description

Are you our next Account Manager?

We are excited to welcome a motivated and dynamic **Account Manager**- Denmark and Southern Sweden to our growing team at BioMérieux.

Do you have a passion for building long-term customer relationships, thrive on hitting sales targets, and enjoy working in a fast-paced, innovative environment? If so, this could be the perfect opportunity for you!

Your role

As an Account Manager with us, you will:

- Build and maintain strong customer relationships to drive sales of our high-quality instruments and reagents. You'll ensure relationships are optimized to meet sales targets while keeping a close eye on opportunities, risks, and competitor activities in your sales territory.
- Conduct regular customer visits in line with set objectives for the region, following our Sales Excellence principles.
- Collaborate with the sales management team to execute strategic plans and initiatives.
- Continuously develop your sales skills and product knowledge
- Work cross-departmentally to ensure the best possible teamwork and results.
- Prepare quotations, proposals, and tenders, in collaboration with tender specialist and senior management
- Provide regular reports on sales performance, activities, and regional progress.
- Maintain up-to-date and accurate customer information in our CRM system, ensuring all activities and opportunities are recorded properly.
- Ensure all sales activities comply with legal, ethical, and company standards.

What we're looking for

- A bachelor's degree in science or business-related fields such as biology, bacteriology, or medicine.
- Experience in a laboratory setting and previous sales experience in life sciences.
- Sales strategy, and an understanding of the IVD market
- Proficiency with computer tools and the ability to efficiently use sales systems.
- Based in Denmark or southern Sweden
- Fluent in Danish and good command of English. Swedish language skills are valued.

To be successful in your role you are structured, with a strong sense of prioritization. You have presentation skills, are communicative and you work efficiently in cross-functional teams. As Account Manager, you will play a key role as part of the Nordic team. You are responsible for the sales and for building strong customer relationships with key stakeholders. Understanding customer needs and identifying new cooperation and business opportunities are an important part of the role. You will report to Sales Manager Nordics, situated in Sweden.

Why join BioMérieux?

We offer an inspiring and supportive environment where you'll have the opportunity to grow and develop alongside a leading company in the field. You'll be part of a passionate and collaborative team focused on delivering value to our customers and making a difference in the industry.

Ready to apply?

If this sounds like the perfect fit for you, we'd love to hear from you! Apply today to take the next step in your career with BioMérieux.

In this recruitment, BioMérieux is collaborating with Moveup Consulting. For questions regarding the position, please contact recruitment consultant Annie Sjölund 0733-602984

Please send your application in the form of a CV and a cover letter via email 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 you agree that we have the right to share this information with third parties (our client). You can withdraw your consent at any time.

Om företag

World leader in the field of in vitro diagnostics for over 55 years, bioMérieux conceives, develops,

produces and markets diagnostics solutions (systems, reagents, software and services) intended for clinical and industrial applications, which determine the origin of a disease or a contamination to improve the health of patients and insure consumer safety.

bioMérieux is present in 43 countries and serves more than 160 countries with the support of a large network of distributors. Its corporate headquarters are located in Marcy l'Etoile, near Lyon, France.

Joining bioMérieux, is choosing to join an innovative company with a long term vision, committed to the service of public health and carried out with a humanistic corporate culture.

Our Group offers numerous possibilities: so, come and join the 12,000 bioMérieux employees who already identify with these values!

[Please visit us to find out more](#)

Consultant Name Annie Sjölund

Consultant Number 0733-602984

Consultant Email annie.sjolund@moveup.se

Consultant LinkedIn <https://www.linkedin.com/in/annie-sj%C3%B6lund-8997048a/>