

# BUSINESS DEVELOPMENT MANAGER

Posted on 8 oktober, 2024

**Company Name** Mölnlycke

**Location** Göteborg or Stockholm

## Job Description

### *Do you want your impact to be recognised?*

*If you're ready to have an impact in a career that makes a difference, Mölnlycke could be your next step. You'll be helping to equip medical professionals with solutions to improve outcomes for patients. And you'll be developing yourself in a global environment with an inspirational culture, with lots of opportunities. All the while building a successful career, with real purpose.*

In Wound Care at Mölnlycke, we help to prevent, manage and accelerate the healing of wounds.

Mölnlycke is now hiring a new **Business Development Manager** to join the Post Acute team within Wound Care Sweden. Ideally you will be located in Gothenburg or Stockholm.

The purpose of the role is to lead and execute on our new go to market-model by owning and deploying the strategy and tactical plan for specified Post-Acute business segment in Sweden. A key task for this role is to secure account planning and activity execution delivering business growth for medical wholesalers, private health care channel and pharmacies across Sweden. Another important function for the role is to plan and execute development projects with key customers and new potential business partners within the wider health care space. In this role, you will also be a key contributor in developing and driving educational and training programs. You will also develop relationships with key decision-makers on multiple levels in the private customer organizations and public entities.

We are looking for an experienced professional with an innovative mindset who can bring their commercial business acumen into this exciting role!

### **In this role you will be:**

Responsible for creating and executing account plans for exceeding financial targets set for specified accounts

- Responsible for developing and executing local business development plan in the post-acute channel aligned with regional strategy, KPI's and sales leadership
- Keep up to date with development on how care is delivered and financed in Sweden and

leveraging this knowledge for identifying new customer segments and channels

- Responsible for developing relationships with decision-makers and key stakeholders to reach defined market access and sales targets (Private & Public channels)
- Drive value projects within post-acute channel
- Contribute to finding and reporting in Mergers & Acquisitions targets to the regional Business Director
- Key contributor in new Go to Market Strategies and support the pilot projects in digital and sustainability

### **What You'll Get**

- Competitive compensation package including, bonus, company health care etc.
- Wellness benefits
- Flexible working hours and flexible work from home policy
- Great colleagues in a global company
- An open, friendly and fair working atmosphere

### **What You'll Need**

- Minimum 5 years of experience driving successful business within life science and preferable within Home Care/Post-acute channel
- Experience of high-level stakeholder management, both internal and external level
- Solid project management skills and experience of business development
- Strong Communication skills with ability to engage with clear vision and objectives in a cross functional team
- Ability to implement and drive new business project and influence stakeholders throughout the organization
- Fluent in English and Swedish. Any other Nordic or Benelux language is an advantage

### **Your work-life / Your work-life balance**

Home/field based with up to 30 % travel depending on home base of candidate

Full-time employment

Car lease

### **Our approach to diversity and inclusion**

We strive to have a diverse mix of people from different cultures, ages, geographies and genders, to reflect the world in which we operate and to facilitate innovative thinking across the business.

### To apply

This recruitment is handled by Moveup Consulting AB. To apply, please send your CV and a cover letter to Tom Bergqvist at [tom.bergqvist@moveup.se](mailto:tom.bergqvist@moveup.se). We are screening applications continuously and will close the position as soon as we find the right person.

If you have questions regarding Mölnlycke or this open position, please contact Tom at 0733 – 87 27 22.

*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 party (our client). You can revoke the consent whenever you want.*

### 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](http://www.molnlycke.com) and [www.molnlycke.com/career](http://www.molnlycke.com/career)

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