

# CLINICAL SPECIALIST ENDOVASCULAR & VESSEL CLOSURE

*Posted on 3 juni, 2024*

**Company Name** Abbott

**Location** Stockholm/Mälardalen

## **Job Description**

### ABOUT THE ENDOVASCULAR DIVISION

The Abbott portfolio of endovascular solutions features the Peripheral portfolio, Vessel Closure portfolio and Embolization systems. We provide best in class endovascular products from access to treatment and closure, in interventional procedures within vascular surgery, interventional radiology, structural heart, cardiology and electrophysiology.

Abbott is the global leader in the Vessel Closure field.

Abbott Vascular Closure portfolio includes [Perclose Prostyle](#) and [Starclose SE](#) and [Femostop](#). Our innovative and minimally invasive products allow for safe and secure closure in a variety of procedures.

In the Endovascular Field our innovative [Supera™ Peripheral Stent](#) offers a unique class off SFA technology. Abbott recently entered into the field of peripheral orbital atherectomy, opening up for new treatment possibilities for patients with PAD.

### THE ROLE

In the role as Clinical Specialist Endovascular, you deliver market leading customer experience to customers by providing unrivalled support and service based upon intimate understanding of customer needs in Sweden and Finland.

You will be visiting customers in the Stockholm area, as well as in the north of Sweden and Finland.

The job purpose is to deliver clinical support objectives in vascular and strengthen our position in Endovascular in preparation for future launches

The jobholder will be expected to work independently to drive the clinical knowledge in order to support the Key Account Manager to deliver revenue growth and account penetration in interventional cardiology field.

The role is field based with main focus on visiting customer, commercial people to maximize

opportunities and deliver results. It is a pivotal clinical support role within the company and therefore requires strong clinical skills with an ability to handle a number of management tasks in addition to regular support and sales work.

## RESPONSIBILITIES

- Propose challenging and reasonable yearly support clinical support in order to targets and forecasts to management.
- Works with Key Account Manager and Sales Manager to develop and deliver on call plans and account plans in order to meet agreed revenue targets.
- Use own initiative to respond to internal and external issues.

## REQUIREMENTS

- University Degree in Life Sciences or equivalent.
- Strong personal computer skills including MS Excel, Word, Outlook and Power Point.
- Strong influential skills - gaining commitment through effective influencing and stakeholder management. Able to get strong buy-in from customers as well as from management.
- Strong clinical knowledge on top of being excellent in building relations.
- Strong teamwork and facilitation, effective at leading and being a member of teams. Listens actively and responds constructively to needs and views of others.
- Delivery; get the job done, meets or exceeds expectations and exhibits a sense of urgency on critical time dependent issues.
- Persists despite obstacles and opposition.
- Demonstrates the ability to prioritize.
- Verbal and written communication skills in Swedish and English, knowledge of Finnish is an asset.
- Preferred place of residence Stockholm/Mälardalen.
- Ability to travel 75%.
- Must have a valid driver's license.

## WHAT CAN WE OFFER YOU?

Abbott provides a varied, challenging, and international position in a dynamic and pleasant working environment. In our organization, you can count on excellent primary and secondary benefits, a positive working atmosphere, a personal growth plan, extensive training opportunities and good career perspective. We are in the business of advancement, both in health solutions and in the lives

and careers of our employees. Our work across the world and in many areas of healthcare provides a rich environment for our employees to explore career paths, interests and opportunities.

## APPLICATION

This recruitment is handled by Moveup Consulting AB. To apply, please send your CV and a cover letter to Annie Sjölund, [annie.sjolund@moveup.se](mailto:annie.sjolund@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 Abbott or this open position, please contact Annie at 0733 – 60 29 84.

*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

### ABOUT ABBOTT

Abbott is a global healthcare company devoted to improving life through the development of products and technologies that span the breadth of healthcare.

At Abbott, we're committed to helping you live your best possible life through the power of health. For more than 125 years, we've brought new products and technologies to the world -- in nutrition, diagnostics, medical devices and branded generic pharmaceuticals -- that create more possibilities for more people at all stages of life.

Today, 109,000 of us are working to help people live not just longer, but better, in the more than 160 countries we serve.

Our mission is to understand that the first step to living your best life is good health. Everything we make is designed to help you do just that. That's our commitment to building life-changing technologies that keep your heart healthy, nourish your body at every stage of life, help you feel and move better, and bring you information, medicines and breakthroughs to manage your health

[www.abbott.com](http://www.abbott.com)

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