

# KEY ACCOUNT MANAGER

Posted on 20 september, 2021

**Company Name** Observe Medical AB

**Location** Stockholm

## Job Description

*Do you want to join our Nordic sales team and work, based out of Stockholm, with a broad range of innovative medical technology products, within hospital care, mainly in the areas of Anesthesiology/ICUs, urine measurement, and wound management, that really makes a difference for patients and healthcare professionals? Are you a talent in building strong relationships with both new and existing key clients? Then you are welcome to apply for the job as our new Key Account Manager.*

## About the role

As our new Key Account Manager, you are responsible for increasing the customer portfolio and sales. You advise customers, arrange training sessions and represent the company at seminars, fairs and exhibitions and build a strong network in the industry. The main focus in this position is the Stockholm region, but some travelling within other regions in Sweden and Nordics can be expected. The preferred location is Stockholm, or wider Stockholm region.

## Main tasks and responsibilities

- Sales
- Clinical training
- Customer relations
- Attending seminars, fairs and exhibitions
- Participate in public tenders

## Are you the one we are looking for?

In this role, we will pay great attention to your personality and therefore we're looking for someone who is outgoing, committed, with a strong personal drive but at the same time you are a team player. You have a good ability to plan and prioritize your work and a natural talent and drive to building strong relationships with new and existing customers. Your ability to establish contact with new stakeholders while at the same time building long-lasting relationships with key customers is a key success-factor in this position.

- Preferably education/background as a (ICU/ anesthesia) nurse (not mandatory)
- +7 years sales experience in medical devices and disposables

- Experience of working in- or against intensive care is a merit

### **What can we offer you?**

As member of the Observe Medical team you have a great opportunity to develop in a global company with high ambitions. We are facing an exciting development phase and plenty of resources are being invested in developing product offering and staff expansion. You will work together with a team of highly competent and motivated colleagues, and you will have a key position in expanding the commercial operations and the customer value.

### **To apply**

This recruitment is managed by our recruitment partner, Moveup Consulting AB. To apply, please send your CV and a cover letter to [tom.bergqvist@moveup.se](mailto:tom.bergqvist@moveup.se)

If you have questions regarding Observe Medical or this open position, please contact Tom Bergqvist at +46 (0)733 – 87 27 22.

*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**

***Observe Medical** is a fast-growing international medtech company, developing and marketing innovative hospital products that contribute to increased patient safety and a more efficient care system. The company is listed on the Oslo stock exchange with headquarters in Oslo and its operations are based out of Gothenburg, Sweden. Observe Medical has a direct sales organization in the Nordics and a distributor network internationally. The Company's core product, Sippi®, is the only fully automated, digital urine meter system with wireless data transfer to the hospital patient data management systems, and currently being launched at selected hospitals in Europe. The Nordic sales operations comprise a broad portfolio of innovative medical technology products, mainly in the areas of Urine measurement, Anesthesiology/ICUs and wound management.*

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

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