

# KEY ACCOUNT MANAGER

*Posted on 14 februari, 2025*

**Company Name** Contura Orthopaedics

**Location** Denmark

## Job Description

Join Us in Revolutionizing Knee Osteoarthritis Treatment!

Are you a driven and ambitious sales professional looking to make a real impact in the medical device industry?

Do you have a passion for innovative healthcare solutions and a track record of success in sales and market development?

If so, we have an exciting opportunity for you!

Arthrosamid® is a groundbreaking injectable treatment for knee osteoarthritis (OA), offering a long-lasting, minimally invasive solution to alleviate pain and improve patients' quality of life.

With its CE mark received in 2021, Arthrosamid® is in an exciting launch phase across Europe.

We are looking for a Key Account Manager to drive the adoption and sales of this revolutionary treatment in Denmark.

## Your Role:

As Key Account Manager, you will play a crucial role in shaping the success of Arthrosamid® in Denmark.

You will be responsible for driving sales, engaging with key stakeholders, and implementing effective market development strategies to expand our reach.

## Key Responsibilities:

**Achieve Sales Targets:** Drive adoption and sales growth of Arthrosamid® across Denmark.

**Build Strong Relationships:** Develop and maintain key partnerships with healthcare professionals,

clinics, and key opinion leaders (KOLs).

**Market Development:** Identify new opportunities, strategize market expansion, and position Arthrosamid® for long-term success.

**Reimbursement & Pricing Strategy:** Work with the brand team on health technology appraisals and pricing strategies to ensure optimal patient access.

**Compliance & Best Practices:** Ensure adherence to company SOPs, ISO standards, and industry codes of practice.

**Future Leadership possibilities:** As the business grows, support the recruitment and development of a high-performing commercial team in Denmark.

### **What You Bring:**

- Medtec sales experience, preferably in the orthopedic or medical device industry.
- Proven success in sales growth, market share expansion, and strong customer relationships.
- Experience working within both national healthcare systems and private sectors.
- Strong presentation and communication skills with the ability to engage diverse audiences.
- Proficiency in Microsoft Office Suite (Excel, PowerPoint, Word).
- A high-energy, results-driven mindset with the ability to work independently and under pressure.
- Leadership potential with the ability to motivate, influence, and inspire others is an advantage

### **Preferred Qualifications:**

- A degree in Science, Business, or equivalent experience.
- Additional qualifications such as DipM or MBA are a plus but not required.

### **Why Join Us?**

Be part of an innovative company driving the future of osteoarthritis treatment.

Work in a dynamic, fast-paced environment where your contributions make a real difference.

Enjoy a flexible work setup with opportunities for national and international travel.

Competitive compensation package and career growth opportunities.

## Ready to Make an Impact?

If you're passionate about healthcare innovation and want to be at the forefront of Arthroamid®'s success in Denmark, we want to hear from you!

Apply today and be part of something extraordinary!

In this recruitment, Contura 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](mailto: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

### About Us

We develop and manufacture 2.5% iPAAG, a revolutionary hydrogel that provides long-lasting symptom relief and improved function for patients with a variety of indications.

We are committed to providing the highest quality products and services to our patients, and we have a team of experienced professionals who are dedicated to quality control and manufacturing excellence.

We want to continue to offer clinically-meaningful results in new therapeutic areas, and we have a specialist team with the expertise and commitment to make this happen.

**We are proud to offer a comprehensive range of products and services to help patients live pain-free lives. Our products are backed by years of research and development, and we are committed to providing our patients with the highest quality care.**

[More about us](#)

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