

# NORDIC KEY ACCOUNT MANAGER

Posted on 2 juli, 2020

**Company Name** Observe Medical

**Location** Göteborg, Stockholm eller Malmö/Lund

## Job Description

*Do you want to work with a unique medical product within hospital care, that really makes a difference for both healthcare professionals and for patients? 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 Nordic 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 preferred location for this position is Göteborg, but we will also consider applications from Stockholm and Malmö/Lund region. The position is covering the Nordic countries and travelling in the region must be expected. Main focus, however, is on the Swedish market.

## Main tasks and responsibilities

- Sales
- Public tenders
- Clinical training
- Customer relations
- Attending seminars, fairs and exhibitions
- Nordic region

## 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 you like to build 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-factor in this position.

- *Preferably education/background as a (ICU/ anaesthesia) nurse (not mandatory)*
- *Sales experience in medical devices*
- *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 both 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.

## Apply now

In this recruitment, Observe Medical collaborates with Moveup Consulting. For questions regarding the job, please contact Jelena Dogas, 0708 - 15 02 50 or Tom Bergqvist, 0733-87 27 22.

Welcome with your application in the form of CV and a cover letter via e-mail to [jelena.dogas@moveup.se](mailto:jelena.dogas@moveup.se)

We are looking forward to receiving your application (in English) as soon as possible or at the latest on the **31 July 2020**. Selection and interviews are ongoing, so hurry up, the position may be assigned earlier.

*By submitting your application you also consent to us storing your personal data, including CV & personal 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

**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. 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, hindering bacterial migration that can lead to urinary infections. Sippi® system is CE marked and is currently being launched at selected hospitals in Europe.

**Consultant Name** Jelena Dogas

**Consultant Number** 0708 - 15 02 50

**Consultant Email** [jelena.dogas@moveup.se](mailto:jelena.dogas@moveup.se)

**Consultant LinkedIn** <https://www.linkedin.com/in/jelena-dogas-78425b4b/>