

REGIONAL SALES MANAGER

Posted on 27 juni, 2024

Company Name Stryker

Location Södra Sverige/Västra Götaland

Job Description

Are you passionate about leading a team to success in the fast-paced world of surgical technologies?

Do you have the vision to drive growth in a competitive market across the Nordic countries? Then this is an opportunity you don't want to miss out on!

Stryker is now looking for a talented and ambitious individual to join their team as a Regional Sales Manager. In this role you will be responsible for driving our **Surgical Technologies** business in the **Nordics** region (Sweden, Denmark, Norway, Finland & Iceland).

About the role:

As **Regional Sales Manager**, you will be part of a high caliber, achievement driven sales team, who shares a strong belief in helping our customers and their patients through the use of our products. In this position, you will be responsible for the strategy and management of your sales area (Nordics), the leadership of your team as well as sales/turnover and cost so that optimized customer service and acquisition of new customers is guaranteed.

You will report directly to the Business Unit Manager, Surgical Technologies & Orthopaedic Instruments, Northern Europe.

Your key responsibilities:

- As Regional Sales Manager, you will manage, lead, and motivate a high performing sales team (8 direct reports), supporting and driving them strategically and tactically to accelerate business through the Surgical Technologies portfolio.
- You will coach and develop your sales team to achieve their full potential.
- You will exceed & deliver against the quarterly and yearly business budget whilst managing equipment utilization, recurring revenue pipeline development alongside accurate forecasting vs. budget.

- You will accompany important price negotiations, contract conclusions, as well as larger product workshops together with your sales team.
- You will build up a network with important key customers, decision-makers, and key opinion leaders (KOLs).
- You will understand and utilize market dynamics to support business acceleration, taking a creative approach to new business development for both current and future technologies.
- You will provide solutions for customers and KOLs, adding value to the sales process – resulting in winning business and positive customer experience.
- You will closely support and collaborate with enabling function teams such as contracts & pricing, compliance, customer service and accounting, to ensure smooth order to cash process is maintained and our customers receive the highest levels of service.

What are we looking for?

- You hold several years of experience in sales in industries such as MedTech, BioTech, healthcare or related – with a preferred focus on capital equipment.
- Bachelor's degree is preferred or any other relevant education/technical training.
- You have already proven your leadership skills in successfully managing a sales team.
- You hold strong negotiation skills and persuasiveness, and your personality makes it easy for you to inspire and motivate others.
- You can demonstrate success in expanding a sales region and in delivering exceptional results both personally and through teams.
- You possess sense of responsibility, organizational skills and commercial acumen with a strategic approach to business planning.
- Impeccable ethics and integrity in ensuring the delivery of Stryker's mission of making healthcare better.
- Excellent presentation and communication skills with proficiency in **English and in a Nordic language** is required.
- You have a valid **driver's license** and flexibility to travel (travel percentage 60%).

What do we offer?

- Flat hierarchies and a culture driven to achieve our mission and deliver remarkable results.
- We grow talent: we offer great personal and internal career development for our employees, with the possibility to make both vertical and lateral position movement.
- Competitive salary: with us, you will receive a competitive salary package and benefits including an attractive pension plan, company car, etc.

- Recognition of your performance: at Stryker, outstanding individual and cross-functional team performance is rewarded. Ideas, projects, or other exceptional achievements can be submitted for various awards on a local and global level.
- Co-workers committed to collaboration and winning the right way.
- Quality products that improve the lives of our customers and patients.
- Ability to discover your strengths, follow your passion and own your career.

Application:

This recruitment is managed by MoveUp Consulting AB on behalf of Stryker. To apply, please send your CV to fredrick.asare@moveup.se We are screening applications continuously and will close the position as soon as we find the right candidate.

If you have any questions regarding Stryker or this open position, please contact Fredrick Asare at 0733-440 900

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

Stryker is a global leader in medical technologies and, together with its customers, is driven to make healthcare better. The company offers innovative products and services in MedSurg, Neurotechnology, Orthopaedics and Spine that help improve patient and healthcare outcomes. Alongside its customers around the world, Stryker impacts more than 150 million patients annually.

The products of Stryker's **Surgical Technologies** business focus on improving the safety of healthcare professionals and their patients while also helping hospitals reduce their ecological footprint. Some examples of our innovative portfolio are:

- **SafeAir:** <https://www.safeor.com/products/smokeevacuation>
- **Neptune:**
<https://www.safeor.com/products/neptune> and <https://www.safeor.com/products/neptune-s>
- Learn more about the impact of our solutions to healthcare professionals:
<https://www.youtube.com/watch?v=ZZeFzYpXots>

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