

SALES EXECUTIVE NORDICS

Posted on 28 juni, 2023

Company Name Encare

Location Stockholm

Job Description

Sales Executive Nordics - Stockholm

About the position

The overall purpose for the Sales Executive is to drive sales in the appointed regions/customers by introducing the Company's product portfolio to partners and end customers (hospitals), by positioning and contacting existing, finding new leads and potential clients, carrying these activities to closure of agreement, and ensuring sales targets are met or exceeded.

Essential Duties and Responsibilities

- Responsible for positioning of the Company's solutions in the appointed regions/customers
- Find, develop and grow sales in the appointed regions / customers
- Set up RFI/RFQs, proposals and agreements with hospitals in the appointed region
- Accountable for attaining annual and quarterly sales quota
- Serve as a lead generator and lead contact, responsible for the flow of information to / from Encare regarding customers/hospitals
- Manage and foster effective field working relationships between sales, pre-sales and customer care to ensure a high customer satisfaction rate.
- Represent the Company in the market through congresses, exhibitions, and other marketing activities/channels
- Liaise and work closely with relevant Centers of Excellences
- Support and advice the CSO and the Company's management team in questions, challenges and opportunities
- Provide status reports on regular and ad hoc basis and make sure the Encare CRM is up to date for all his/her contacts and customers
- Ad hoc projects as applicable
- Ensure compliance with the Company's Business Conduct policies as well as applicable data security, personal data handling regulations.
- The person in this function will be travelling to international conferences and events, on his/her own, together with Encare representatives or, in some cases together with

representative(s) of the ERAS® Society.

Key relationships

Internally

Collaborating with functions including sales, product management, operations, training & education, customer support and customer success

Externally

Existing and potential Customers and Partners including ERAS® Center of Excellence and ERAS® Society representatives.

Qualifications

- Nordic language and English
- Healthcare and software (preferably SAAS)
- At least 5-10 years of Sales experience

You will report to the Chief Sales Officer (CSO)

To apply

We are looking forward to receiving your application as soon as possible. For more information about the position, please contact Richard Etz, Moveup Consulting AB, 0733-872721.

Applications can be sent by e-mail to: Richard.etz@moveup.se

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

ENCARE – ENHANCING ERAS®

It is our vision to digitalize science to help save lives and improve quality of life. We are proud of the changes in healthcare that we have already helped bring about:

- **Improved recovery after surgery**
- **Shorter hospitalization**
- **Improved quality of life**
- **And lives saved**

Encare was established in 2009 to develop and implement the ERAS® protocols globally. The ERAS® Society, a non-profit scientific organization, develops perioperative care protocols and improves postoperative recovery through research, education, auditing and the application of scientific, evidence-based best practice. Since its foundation, the ERAS® Society has published a wide range of peer-reviewed publications that establishes, changes and updates best practice.

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