

SALES & PRODUCT MANAGER - CONSUMER/OTC

Posted on 3 april, 2020

Company Name Coala Life AB

Location Uppsala

Job Description

Do you want to be part of a small, global and expansive medtech-company in Uppsala with the vision to win the fight against the world's most common causes of death? Are you a curious and committed person who is driven by the opportunity to work with the best in the industry and to take great responsibility? Then the job as Sales & Product Manager – Consumer/OTC at Coala Life is for you.

About Coala

Coala Life was founded in Sweden with a mission to develop patient-centric solutions powered by smart algorithms. The company is on a mission to digitally transform the field of cardiac diagnostics, to help win the battle against the world's leading cause of death - heart disease.

The COALA Heart Monitor is used by thousands of patients and over 200 connected providers to help detect early signs of heart disease and alleviate worries. Our unique innovations have received multiple prestigious awards and supported by over USD 20 million in funding.

We make it possible for everyone to monitor and analyze their heart. Anytime, anywhere.

About the job

As our new Sales & Product Manager Consumer/OTC you are a key contributor in defining the commercial vision and roadmap for the OTC segment. You make sure that our on-line (Coala web) sales channel gain importance. Part of your role is to manage the relationships and negotiations with distributors in OTC segment, e.g. physical and online pharmacies and to actively support distributors abroad in their OTC commercial activities – including product launches. In close cooperation with R&D and Operations you ensure that new products and services within the OTC segment are developed according to customer specifications and needs. Together with our in-house marketing team and external marketing partners you create and execute OTC marketing campaigns. Since this role is new in the organization there is a great opportunity for the right candidate to develop this position.

Nice to have

- University degree and/or other relevant education in marketing and/or business management.
- + 5 year's relevant experience within the field of OTC products/pharmacy products (medical device, OTC Pharmaceuticals, dental, diagnostics, optics, food supplements etc.). Preferably from consumer/OTC medical devices.
- Desired +3 year's experience of product management, sales, business analysis.
- Experience from connected health devices/services as well as experience from cardiology is meritorious.
- Knowledge of sales towards pharmacies, online sales/e-commerce.

Are you the one we are looking for?

We are always looking for rare talents. You are driven by breaking patterns and challenging systems. You have a sixth sense to make things happen, fast, and you love technology. You appreciate the high pace in a small and dynamic company and you have a passion for product management and business development.

In addition to an analytical mindset you have a high level of business acumen. Most certainly you are confident to make decisions and you do have a structured way of working. Since we operate on a global market you must also have a willingness to travel to some extent. Apart from being a team player with strong interpersonal skills you are most certainly a sharp and direct negotiator.

What can Coala offer you?

In Coala you have a great opportunity to develop in a global company with really high ambitions. Coala has received many awards and is ranked as one of the most exciting and promising health care growth companies in Sweden. Our new office in Uppsala, in walking distance from the train-station, will be your base but you can also work partially from home. You will work together with a team of competent and motivated colleagues in digital marketing, web and communication. As our Sales & Product Manager Consumer/OTC you have a key position in expanding the commercial operations in Coala.

Apply today!

This recruitment is handled by our recruitment partner, Moveup Consulting AB. To apply, please send your CV and a cover letter to daniel.kremer@moveup.se

If you have questions regarding Coala Life or this open position, please contact Daniel at +46 (0)733 87 27 24 or Tom Bergqvist at +46 (0)733 87 2722

Om företaget

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