

Export Account Manager/ Account Manager Europe

We are now increasing our investments in more markets and are looking for a person with experience and documented success in building export sales independently.

The assignment is to independently find and educate new customers and distributors in priority markets in Europe for NordiCare's assortment of postoperative and compression products.

We are looking for a person who is driven by doing business and who finds it exciting to work in the expansive market for aesthetic and reconstructive plastic surgery. You have documented experience of export and international sales, preferably in health care products or medical devices. You have a university degree, for example Degree of Master of Science in Business and Economics, preferably combined with some form of medical extension. Experience from sales and international business is appropriate. A prerequisite for this position is that you master German and English fluent at a business level, both orally and in writing. Additional languages are meritorious.

As a person, you are ambitious and efficient, with a strong drive and initiative. You are a serious selling person who is comfortable and wins respect in international business environments. You are also a good team player, who appreciates working in teams as well as working very independently. You enjoy being well organized, meticulous and can handle many details simultaneously. Most importantly thought, you would love selling our great products!

About the role

You will be independently responsible for locating and developing customers in priority markets in Europe, Germany primarily, and for sales through these. Your role involves outreach sales, leading trainings, attending trade fairs and demonstrating products. It is important that you enjoy and are able to travel a lot. You will be a key person in the company's future development, which places high demands on your business qualification and ambition. You will report directly to the CEO.

What do we offer?

A unique opportunity to build a completely new business segment in NordiCare AB. It is a full-time job, an inspiring workplace in nice premises in Viken, great career and development opportunities, in-house training and competitive conditions. Visit www.nordicare.se to find out more about our products.

Application

We process all applications on an ongoing basis. Send in your application and CV to bjorn.peters@nordicare.se. For questions about the position, feel free to contact Helena Peters, 0705-159120, helena@nordicare.se

NordiCare AB develops, manufactures and distributes medical devices within the product segments surgery, orthopedic and rehab. Our customers work in hospitals and private clinics. NordiCare is a privately owned company founded in 2004 and today we have about 20 employees with headquarters in Viken, Sweden.