

REGIONAL SALES MANAGER



DO YOU WANT TO BE PART OF MOVING SCIENCE FORWARD BY ENABLING PERSONALIZED MEDICINE TO THE MARKET?

ABOUT THE JOB

Calpro AS, a Svar Life Science company, deliver high quality total solution for calprotectin measurements worldwide. Recently the company developed the CalproSmart™ eHealth technology, a technology that enables IBD patients to monitor their own treatment and help treating physician initiate treatment at the right time.

The primary responsibility of this role is to develop and execute sales strategies, commercial planning and build customer relations in the gastroenterology segment in the region of Sweden. You will promote Calprotectin IVD tests to clinical chemistry laboratories and gastro departments. Most of the time, you will work on the road maintaining and expanding the customer base, but this role offers a flexible mix of working from home and from the Svar office in Malmö, Sweden. Together with our Norway based sales team you will help us expand our business in Sweden, build our brand and enable product growth in this territory.

Responsibilities include, but are not limited to:

- Building new customer relations & developing existing strategic accounts
- Maintaining and following up on sales activities with existing laboratory customers
- Relating with key opinion leaders in the Swedish gastroenterology field
- Attending local and international congresses, seminars and network meetings within the field of gastroenterology & medical laboratory
- Participating and initiating new pilot studies together with local key opinion leaders and hospital leads
- Work closely with business development team to set commercialization strategies for the region for new products/services

Location: Home based office, with availability to Svar office in Malmö

Coverage Area: Mainly responsible for the territory of Sweden, other territories to be added when applicable

Reports to: Calpro AS, CEO Anne Thjømøe and Sales and Marketing Manager Ingvild Haukø.

To apply: Last day of application: 2020-12-20. Apply as soon as possible as we are working continuously with the applications. Please send your application to jobs@svarlifescience.com

ABOUT YOU

To be successful in this role, you should have a university degree in science related subjects (such as biotechnology, biology, chemistry or similar) and previous experience, at least +5 years', from technical sales of health care related products, IVD products, immunoassays, medtech equipment etc. to the hospital sector. Preferably, you have an established network within the field of gastroenterology. Experience from selling to customers at all levels in the health care system is an advantage, and you need to have experience using CRM systems, creating pipeline reports, forecasting and you must be comfortable using Microsoft Office tools. This position requires the ability to work independently, develop routines to create revenue growth, customer satisfaction and sales efficiency while taking accountability for reaching set targets. You must be able to travel 50% of the time to visit customers in the Sweden, and need to find it exciting to work in a smaller entrepreneurial company with short decision-making processes, where you can play an important role in the company's success.

You are a successful applicant if you are independent, self-motivated and reliable, with excellent communication, presentation and intercultural skills. You have a driven personality and a flexible mind set. If you possess the skill and capacity to translate technical and scientific information to clear selling points, and have experience from working in an international environment with cross functional teams we're excited to talk with you.

Have any questions?

Please contact Ingvild Haukø or Anne Thjømøe on Phone: +4740004279

ABOUT US

Svar Life Science is a Swedish company that works to enable personalized medicine by serving the global life science market with tools for drug development and companion diagnostic solutions.

We deliver answers you can trust from discovery to diagnosis - our combination of high-quality products, innovative technologies and comprehensive laboratory services are used by our customers to discover new therapeutics, diagnose patients and treat diseases.

You can be sure of our answers: we've been working right across the clinical diagnostic value chain for more than 30 years.