

ACCOUNT MANAGER

Posted on 16 april, 2026

Company Name bioMérieux

Location South of Sweden

Job Description

Join a family-owned global company with a long-term vision and a humancentred culture

Are you our next Account Manager – Southern Sweden?

We are looking for an Account Manager to join our growing Nordic Sales team, covering Southern Sweden. This is a field-based role, reporting to the Head of Sales, Nordics, and ideally based in the Gothenburg area.

In this position, you will build on our existing portfolio and play a key role in the launch of two new diagnostic solutions, supporting adoption, clinical value development, and business growth of bioMérieux's portfolio across hospitals and healthcare settings in Southern Sweden.

Do you enjoy building long-term customer relationships, working strategically with complex stakeholders, and driving business growth in an innovative and fast-paced environment? Then this could be the right opportunity for you!

Your role

As an Account Manager at bioMérieux, you will:

- Build, develop, and maintain strong customer relationships to drive sales of instruments and reagents within your territory
- Manage and grow existing accounts while identifying new business opportunities and monitoring risks and competitor activity
- Plan and execute regular customer visits in line with regional objectives and our Sales Excellence principles
- Collaborate closely with Sales Management and cross-functional teams (ie Marketing, Customer Service, Medical and Tender Team) to execute strategic initiatives
- Manage account-related activities including quotations, customer retention, business reviews, and account expansion
- Lead contract management activities including pricing discussions, negotiations, renewals, and

compliance

- Participate in tender processes (pre- and post-award), preparing quotations and proposals in collaboration with tender specialists and senior management
- Deliver accurate and timely reporting on sales performance, activities, and regional progress
- Maintain high-quality, up-to-date information in our CRM system
- Continuously develop your product knowledge and sales competencies
- Ensure all sales activities comply with legal, ethical, and company standards

What we're looking for

- Bachelor's degree in Life Science, Business, or a related field
- Experience working in a laboratory environment and previous sales experience within Life Science or IVD
- Understanding of the IVD market, sales cycles, and healthcare decision-making processes
- Strong business acumen and a results-oriented mindset
- Experience with tenders and contract-based sales involving multiple stakeholders
- Ability to build in-depth knowledge of bioMérieux's products and solutions
- Comfortable working independently in a field-based role with frequent travel
- Proficient in CRM systems and standard sales tools
- Based in Southern Sweden, preferably in the Gothenburg area
- Fluent in Swedish and English (written and spoken)

Why join BioMérieux?

We offer an inspiring and supportive environment where you'll have the opportunity to grow and develop alongside a leading company in the field. You'll be part of a passionate and collaborative team focused on delivering value to our customers and making a difference in the industry.

At bioMérieux, you will be part of a purpose-driven, international organization where science, innovation, and people come together.

We offer

- A collaborative and supportive culture with high scientific credibility
- Opportunities for professional development and continuous learning
- The chance to work with innovative diagnostic solutions that make a real difference in healthcare
- Empowerment, autonomy, and trust in your role

- A long-term perspective in a family-owned global company

Ready to apply?

If this sounds like the perfect fit for you, we'd love to hear from you!

Apply today to take the next step in your career with BioMérieux.

In this recruitment, BioMérieux is collaborating with Moveup Consulting. For questions regarding the position, please contact recruitment consultant Annie Sjölund 0733-602984

Please send your application in the form of a CV and a cover letter via email to annie.sjolund@moveup.se

By submitting your application, you also consent to us storing your personal data, including your CV and cover letter, and you agree that we have the right to share this information with third parties (our client). You can withdraw your consent at any time.

Om företag

[bioMérieux](#) is a global leader in in vitro diagnostics (IVD) and microbiology, dedicated to making the world a healthier place fighting antimicrobial resistance.

We develop and manufacture innovative diagnostic solutions for clinical laboratories, hospitals, and industrial laboratories.

Our portfolio spans infectious diseases, oncology, cardiovascular diseases, and microbiology, offering advanced tests, instruments, and software solutions that support accurate diagnosis, clinical decision-making, and improved patient outcomes.

Consultant Name Annie Sjölund

Consultant Number 0733-602984

Consultant Email annie.sjolund@moveup.se

Consultant LinkedIn <https://www.linkedin.com/in/annie-sj%C3%B6lund-8997048a/>