

# ACCOUNT MANAGER - MEDICAL DEVICES

*Posted on 2 juli, 2025*

**Company Name** BD

**Location** Stockholm

## **Job Description**

Join BD – one of the world's largest MedTech companies – as an **Account Manager** for our **Medication Delivery Solutions (MDS)** team. In this key field-based role, you'll engage with senior healthcare decision-makers, driving growth through our vascular access portfolio. You'll work closely with another associate to cover the region, spending around four days a week in the field, ensuring exceptional customer support. Your geographical area of responsibility will be **Stockholm and Östergötland**.

We're looking for someone who can build strong relationships, bring a strategic mindset to sales, and is motivated by improving healthcare outcomes. Whether you're an experienced sales professional or a clinician ready to transition into the commercial side, we offer a platform for growth and purpose.

## **What you'll do:**

- Drive sales and achieve targets across your region
- Develop long-term account plans with strategic impact
- Build trusted partnerships with hospitals and key healthcare providers
- Deliver solutions based on BD's trusted product range
- Identify new business opportunities in a dynamic healthcare landscape

## **What we're looking for:**

- Sales or clinical background in MedTech/healthcare
- Familiarity (or strong interest) in vascular access
- Excellent communication skills in Swedish and English
- A proactive, adaptable mindset and desire to be in the field
- Open to both experienced professionals and high-potential juniors

## **Why BD?**

At BD, you'll be part of a purpose-driven team advancing the world of health™. We offer growth, meaningful work, and a culture where you can thrive.

### **Become a maker of possible with us.**

Reports to: Sales Manager Sweden

### **Ready to Join the Journey?**

For this recruitment, **BD** is partnering with **Moveup Consulting**.

If you have questions about the position, feel free to contact:

#### **Richard Etz**

+46 733 87 27 21

[richard.etz@moveup.se](mailto:richard.etz@moveup.se)

Please send your application (CV and cover letter) by email to the address above.

By submitting your application, you will consent to us processing your personal data, including your CV and cover letter, and sharing this information with our client. You may withdraw your consent at any time.

### **Om företag**

***BD** is one of the largest global medical technology companies in the world and is advancing the world of health™ by improving medical discovery, diagnostics and the delivery of care. The company supports the heroes on the frontlines of healthcare by developing innovative technology, services and solutions that help advance both clinical therapy for patients and clinical process for healthcare providers. BD and more than 70,000 employees have a passion and commitment to help enhance the safety and efficiency of clinicians' care delivery process, enable laboratory scientists to accurately detect disease and advance researchers' capabilities to develop the next generation of diagnostics and therapeutics. BD has a presence in virtually every country and partners with organizations around the world to address some of the most challenging global health issues. By working in close collaboration with customers, BD can help enhance outcomes, lower costs, increase efficiencies, improve safety and expand access to healthcare.*

**Consultant Name** Richard Etz

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#### **Cosultant Linkdin**

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