

# AREA SALES MANAGER – ORTHOPEDICS

*Posted on 9 februari, 2026*

**Company Name** Heraeus Medical

**Location** Bergen- Vestlandet

## Job Description

We are looking for a driven and curious individual motivated to build a career in healthcare sales. Whether you are early in your career or looking to take the next step, what matters most is your attitude, willingness to learn, and drive to succeed.

This role offers high independence, the opportunity to make a real impact, and work with a strong orthopedic product portfolio within a collaborative Nordic organization.

## What you bring

- Strong personal drive, curiosity, and interest in sales and healthcare
- Sales experience is an advantage
- Experience within orthopedics and/or the infection area is a plus, but we value potential and the right mindset higher
- Positive, proactive attitude with ability to take initiative
- Good communication and relationship-building skills
- Structured, responsible, and able to prioritize your work
- Willingness to learn product, clinical, and procedural knowledge
- Ability to work independently in the field, with travel (2-3 days/week)

## Your role

- Gather market insights and support strategic decision-making
- Develop territory plan with Country Manager
- Execute sales activities following territory plan
- Build strong relationships with customers such as orthopedic surgeons and operating theatre staff
- Collaborate with and support team colleagues when needed
- Deliver product training and support local promotional activities
- Collaborate with brand management to collect market insights
- Participate in national and European orthopedic congresses when required

## Requirements

- Valid driver's license
- Proficiency in Norwegian and good English
- Basic IT skills and interest in CRM tools
- Residence in the Bergen area

In this recruitment Heraeus Medical is collaborating with Moveup Consulting.

For questions regarding the position, please contact recruitment consultant Annie Sjölund +46 733-602984

Please send your application in the form of a CV and a Cover Letter to [annie.sjolund@moveup.se](mailto:annie.sjolund@moveup.se)

We review applications continuously!

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

## Om företag

Heraeus is a family-owned global technology group headquartered in Hanau, Germany. The company's roots go back to a family pharmacy started in 1660.

With its expertise and resources, Heraeus has been making meaningful contributions over generations and is committed to do so in the future.

Today, the group bundles diverse activities in four Business Platforms: Metals and Recycling, Healthcare, Semiconductor and Electronics, as well as Industrials. Customers benefit from innovative technologies and solutions based on broad materials knowledge and technological leadership.

In the 2024 financial year, the group generated revenues of €29.4 billion with approximately 15,200 employees in 40 countries. Heraeus is one of the top 10 family-owned companies in Germany.

With over 450 employees globally and sales distribution in over 90 countries [Heraeus Medical](#) provides bone cements and biomaterials for surgical orthopedics and trauma surgery. Products of Heraeus Medical contribute significantly to improving clinical outcomes – in the areas of

- Implant fixation and spine
- Infection management
- Regenerative orthopaedics

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