CLINICAL IMPACT MANAGER

Posted on 22 december, 2025

Company Name bioMérieux

Location Oslo

Job Description

Come and join a family-owned global company with a long-term vision, and a human-centred culture.

We are seeking a Clinical Impact Manager to join our Sales team in the Nordics. This is a field-based role within the Account Team, reporting to the Head of Sales, Nordics. The person will play a key role in the launch of two new solutions and in supporting the adoption, clinical value demonstration, and growth of bioMérieux's syndromic diagnostic solutions across hospitals and healthcare settings in Norway, Sweden and Denmark.

Your role

You will act as a trusted clinical partner, supporting healthcare professionals in implementing and using our solutions to improve patient outcomes while contributing to commercial success. This is a commercial, customer-facing role with a strong focus on driving product adoption in clinical environments, with particular emphasis on Point-of-Care solutions.

Key responsibilities include:

- Support commercialization and adoption of diagnostic tests and solutions in collaboration with Sales and Marketing
- Demonstrate clinical and economic value through education and presentations to physicians, nurses, laboratory staff, and other HCPs at all hospital levels.
- Support customers during implementation to ensure full clinical value is achieved
- Work with Account Managers to engage clinicians and hospital decision-makers and convert opportunities into long-term customers
- Identify clinical case studies and support real-world evidence activities
- Build strong relationships with key clinicians and healthcare stakeholders
- Participate in regional and national medical meetings, congresses, and educational events
- Share field insights on customer needs and market trends with internal teams
- Travel: approx. 50%

Who you are

- Degree in Medicine, Nursing, Pharmacy, Biomedical Science, or related healthcare field
- Experience in hospital based clinical process implementation and improvement is desirable
- A well-established network within the Nordic clinical and healthcare community is highly desirable
- Prior experience working with physicians as stakeholders—particularly those in Emergency and Intensive Care settings—is essential, as their clinical perspective and practical insight are critical to informed decision-making
- Proven skills and experience in presenting medical value and technical information to audiences with various degrees of scientific and clinical backgrounds
- Self-driven, structured, and comfortable working independently in the field
- Customer and problem solving oriented
- Cooperation and team player mindset, negotiation skills
- Fluency in Swedish or Norwegian, as well as English, is required

In this recruitment bioMerieux 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

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

BioMérieux *is a global leader in in vitro diagnostics (IVD) and microbiology testing with offices located in both Oslo and Gothenburg area.*

We specialize in developing and manufacturing diagnostic solutions for clinical laboratories, hospitals, and industrial laboratories.

Our products cover a wide range of areas including infectious diseases, cardiovascular diseases, cancer, and microbiology. We offer a variety of diagnostic tests, instruments, and software solutions

designed to detect and identify pathogens, monitor disease progression, and guide treatment decisions.

Consultant Name Annie Sjölund

Consultant Number +46 733-602984

Consultant Email annie.sjolund@moveup.se

Cosultant Linkdin https://www.linkedin.com/in/annie-sj%C3%B6lund-8997048a/