

# COUNTRY MANAGER – NORDICS

*Posted on 15 april, 2025*

**Company Name** Heraeus Medical

**Location** Stockholm

## Job Description

### Country Manager – Nordics

Are you a strategic leader with a passion for sales, team development, and the medical device industry? We are looking for a **Country Manager** to take charge of our operations in Sweden and the Nordics, driving business growth and fostering strong client relationships.

#### Your Role:

As our Country Manager, you will be responsible for leading and expanding our presence in the region, ensuring alignment with our company's mission and vision. You will:

Lead and develop the local team with trust and respect.

Define and execute mid-to-long-term business strategies in collaboration with executive management.

Build and maintain strategic partnerships with high-volume clients & Key Opinion Leaders (KOLs).

Drive sales, tender management, and contract negotiations with buying groups.

Oversee congresses, events, and activities to enhance company visibility and market penetration.

Stay ahead of medical device innovations, market trends, and surgical practices.

Collaborate with internal teams, distributors, and agents to achieve business goals.

#### What You Bring:

**Experience:** Proven sales and team leadership experience.

**Industry Knowledge:** Background in **orthopedics** or related medical devices.

**Strategic Mindset:** Analytical thinker who can execute growth strategies.

**Customer-Centric Approach:** Ability to build trust with clients and resolve issues effectively.

**Language Skills:** Native-level Swedish & fluent English.

**Regional Expertise:** Knowledge of the **Nordic market** preferred.

**Location:** Based in the Stockholm area.

**Personality:** Empathetic, hands-on, and a true team player.

#### Why Join Us?

Opportunity to lead and shape the future of our business in Sweden & the Nordics.  
A dynamic and supportive work environment.  
Competitive salary & benefits package.  
Work with innovative products that make a real impact in healthcare.

### To apply!

Send your resume and cover letter to Daniel Kremer Moveup Consulting AB under [daniel.kremer@moveup.se](mailto:daniel.kremer@moveup.se).

*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 2023 financial year, the group generated revenues of €25.6 billion (US\$27.7 billion\*) with approximately 16,400 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 orthopaedics and trauma surgery.

Products of Heraeus Medical contribute significantly to improving clinical outcomes – in the areas of Implant fixation and spine, Infection management and Regenerative orthopaedics.

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