

INTERNATIONAL SALES MANAGER

Posted on 27 oktober, 2020

Company Name Coala Life AB

Location Uppsala

Job Description

Do you want to be part of a small, global and expansive medtech-company in Uppsala with the vision to win the fight against the world's most common causes of death? Are you a curious and committed person who is driven by the opportunity to work with the best in the industry and to take great responsibility? Then the job as an International Sales Manager at Coala Life is for you.

About the job

As our new International Sales Manager, you are a key contributor in defining the commercial vision and roadmap for the European market. You manage the relationships and negotiations with distributors and in close cooperation you capture customer insights and competitor- and market intelligence. Together with R&D and Operations you ensure that new products and services are developed according to customer specifications and needs. Together with our in-house marketing team and external marketing partners you create and execute marketing campaigns in the European market. Independently and together with Product Manager you carry out sales training for distributors on site and/or remotely.

The role reports to the CEO of Coala Life.

Nice to have

- + 5 year's relevant experience within the field of medical devices, or similar industry (dental, diagnostics, optics etc.)
- Desired +3 years' experience of international sales and sales through distributors.
- Knowledge of different European healthcare systems
- Experience from connected health devices/services as well as experience from cardiology is meritorious.
- University degree and/or other relevant education in marketing and/or business management.

Are you the one we are looking for?

We are always looking for rare talents. You are driven by braking patterns and challenging systems. You have a sixth sense to make things happen, fast, and you love technology. You appreciate the high pace in a small and dynamic company and you have a passion for international sales and business development.

Since you operate on the European market you must have a willingness to travel to some extent. Apart from being a team player with strong interpersonal skills you are most certainly a sharp and direct negotiator. Direct sales, to hospitals and healthcare providers, in selected markets is part of your scope. Hence, you are comfortable with end customer interaction in a hospital environment.

What can Coala offer you?

In Coala you have a great opportunity to develop in a global company with really high ambitions. Coala has received many awards and is ranked as one of the most exciting and promising health care growth companies in Sweden. Our new office in Uppsala, in walking distance from the train-station, will be your base but you can also work partially from home. As our International Sales Manager you have a key position in expanding the commercial operations of Coala.

Apply today!

This recruitment is handled by our recruitment partner, Moveup Consulting AB. To apply, please send your CV and a cover letter to madeleine.hedman@moveup.se

If you have questions regarding Coala Life or this open position, please contact Madeleine Hedman at +46 (0)730 - 26 22 63 or Tom Bergqvist, CEO Moveup Consulting AB, at +46 (0)733 - 87 27 22.

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

Om företag

About Coala

Coala Life was founded in Sweden with a mission to develop patient-centric solutions powered by smart algorithms. The company is on a mission to digitally transform the field of cardiac diagnostics, to help win the battle against the world's leading cause of death - heart disease.

The COALA Heart Monitor is used by thousands of patients and over 200 connected providers to help detect early signs of heart disease and alleviate worries. Our unique innovations have received multiple

prestigious awards and supported by over USD 20 million in funding.

We make it possible for everyone to monitor and analyze their heart. Anytime, anywhere.

www.coalalife.com

Consultant Name Madeleine Hedman

Consultant Number +46 (0)730 – 26 22 63

Consultant Email madeleine.hedman@moveup.se

Consultant LinkedIn <https://www.linkedin.com/in/madeleine-hedman-3ba22842/>