KEY ACCOUNT MANAGER-CORONARY

Posted on 2 augusti, 2024

Company Name Abbott

Location Sverige

Job Description

About the job

Abbott is a global healthcare leader, creating breakthrough science to improve people's health. We're always looking towards the future, anticipating changes in medical science and technology.

The Opportunity

The role of Key Account Manager - coronary is a part of our **Abbott Vascular** division located in **Sweden.**

Abbott Vascular provides innovative, minimally invasive, and cost-effective products for treatment of vascular disease.

In the role as **Key Account Manager**, you will deliver revenue objectives in Vascular and strengthen our position in preparation för future launches in **Sweden.**

The role is field based with main focus on visiting customer, commercial people to maximize opportunities and deliver results. It is a pivotal sales role within the company and therefore requires strong business skills with an ability to handle a number of management tasks in addition to regular sales work.

What You'll Do

- Propose challenging and reasonable yearly targets and forecasts to management.
- Work with Sales Manager to develop and deliver on call plans and account plans in order to meet agreed revenue targets.
- Deliver winning offers as response to tender requests.
- Use own initiative to respond to internal and external issues.

Requirements

- Degree standard education in scientific or business discipline.
- Strong commercial background within a medtec company environment at a Sales Representative level.
- Experience within cardiology, is preferable, but not a must have.
- Strong Swedish skills with good knowledge of English.
- Strong influential skills - gaining commitment through effective influencing and stakeholder management. Able to get strong buy-in from customers as well as from management.
- Strong selling skills on top of being excellent in building relations.
- Strong teamwork and facilitation, effective at leading and being a member of teams.
- Listens actively and responds constructively to needs and views of others.
- Delivery; get the job done, meets or exceeds expectations and exhibits a sense of urgency on critical time dependent issues.
- Persists despite obstacles and opposition and demonstrates the ability to prioritize.
- Self-drive to identify, initiate and implement projects independently of line manager.
- Flexible to travel 3-4 days per week to customers.
- It is an advantage if you are situated in the Stockholm or Gothenburg area.
- Must have a valid driver's license.

Working at Abbott

At Abbott, You Can Do Work That Matters, Grow, And Learn, Care For Yourself And Family, Be Your True Self And Live a Full Life. You Will Have Access To:

- Career development with an international company where you can grow the career you dream of.
- A company recognized as a great place to work in dozens of countries around the world and named one of the most admired companies in the world by Fortune.
- A company that is recognized as one of the best big companies to work for as well as a best place to work for diversity.

Follow your career aspirations to Abbott for diverse opportunities with a company that can help you build your future and live your best life. Abbott is an Equal Opportunity Employer, committed to employee diversity.

Welcome to apply!

In this recruitment, Abbott is collaborating with Moveup Consulting. For questions regarding the position, please contact recruitment consultant Annie Sjölund 0733-602984

Please send your application in the form of a CV and a cover letter via email to annie.sjolund@moveup.se

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

Om företag

Abbott is a global healthcare leader that helps people live more fully at all stages of life.

Our portfolio of life-changing technologies spans the spectrum of healthcare, with leading businesses and products in diagnostics, medical devices, nutritional and branded generic medicines.

Our 114,000 colleagues serve people in more than 160 countries.

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