

# KEY ACCOUNT MANAGER NORDICS

*Posted on 6 juli, 2023*

**Company Name** Heine

**Location** Göteborg

## **Job Description**

### **Key Account Manager Nordics**

In your work, you will create and build long-term relationships with both our partners and end users, which include hospitals, healthcare centres, veterinarians, etc.

The position is field-based, which means that you will spend most of your time out with customers.

We offer a free and developable job in an international and well-reputed family-owned company with well-known quality products and a very high level of service.

Our employees are continuously given the opportunity to develop their skills in sales and business development.

## **Your responsibilities**

- Being out with our partners and end users, conducting product education and trainings, holding workshops for partners' sales teams in our products and solutions.
- Participating in trade fairs, congresses and events in the region to represent HEINE, to support our local partners and meet with our end-users.
- Analyse and plan your everyday work to optimize our efforts in sales and market development, as well as identify opportunities for continuous development.
- Defining the mid and long term business development strategy for the Nordic and Baltic region in line with the Area Sales Manager Nordics and implementing the strategy with the partners together with the annual targets.
- Establishing, maintaining and expanding customer base by developing field sales action plans with partners and follow-up.
- Support the Area Sales Manager in reaching the Area- & Corporate goals by looking for strategic ways to enter, grow and boost the public and private hospital segment.
- Ensure regular reporting to the Area Sales Manager regarding activities, results, and challenges.
- Establish HEINE as a premium brand in the relevant market segments, especially public and

private hospitals and also with private practitioners.

## Your profile

- A few years of sales experience in the Medtec Industry with a background/education from health care and be ready to take the step into a Key Account Managing role.
- Good knowledge and understanding of the medical diagnostic devices and enthusiasm to develop business in the Nordic and Baltic region.
- Solid Hands-on sales background (direct and/or indirect) as well familiar with the tendering process.
- You are outgoing, independent and interested in building long-term relationships as well as results driven and action oriented.
- You like technology and are customer and solution-oriented
- Residence along the west coast of Sweden between Gothenburg and Malmö and willingness to travel in the Nordic countries (2 nights per week).
- You are fluent in Swedish and English spoken and written, advantageous if you know another Nordic language
- You have a valid B driving licence

## To apply

We are looking forward to receiving your application as soon as possible. For more information about the position, please contact Richard Etz, Moveup Consulting AB, 0733-872721.

Applications can be sent by e-mail to: [Richard.etz@moveup.se](mailto:Richard.etz@moveup.se)

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

## Om företag

*Helmut A. Heine, our company's founder, had a clear vision when he established HEINE Optotechnik in 1946: to build the highest quality diagnostic instruments available in the world. He was convinced, the only way to achieve the most reliable diagnosis at the earliest possible stage, was by using the very best quality diagnostic instruments.*

*To this day, our customers can rely on this commitment of quality and precise diagnostic performance*

*in all HEINE products. Our customers can also trust the unique functionality and long-lasting durability of their HEINE instruments.*

**HEINE – Quality made in Germany**

*As a global leader in the manufacture of primary diagnostic instruments with over 500 employees, HEINE Optotechnik has been a 100% family owned and managed company for more than 75 years. We continue to develop and manufacture HEINE instruments at our facilities in Germany, where we combine decades-long experience and craftsmanship with the most modern manufacturing technologies.*

*We are represented in over 120 countries around the world, with subsidiaries in Australia, the US and Switzerland as well as 3,000 representatives, importers and specialist dealers.*

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