

# SALES DIRECTOR NORDICS

*Posted on 19 maj, 2025*

**Company Name** MM Eson Pac

**Location** Göteborg (Veddige)

## Job Description

### Your Role

As **Sales Director Nordics**, you will lead and develop a dedicated team of Key Account Managers and an Account Manager. Our sales model is rooted in Key Account Management — combining business acumen, sustainability, and strategic planning to create long-term value.

You will also be part of the **MM Eson Pac Management Team**, and work closely with colleagues in the **Pharma & Healthcare division** across MM Group.

### Key Responsibilities:

- Lead, coach and develop the Nordic Sales team to drive profitable growth and performance
- Deepen relationships with existing pharmaceutical clients – local, regional and global
- Identify and acquire new strategic customers
- Manage budgeting, forecasting, and target-setting processes
- Contribute to our S&OP structure through customer collaboration and forecasting
- Monitor market trends, customer dynamics and competitor activity
- Collaborate closely with internal stakeholders across production, quality, and innovation
- Travel across the Nordics and Europe (as required)

### Who You Are

You are a driven and strategic sales leader who thrives in complex, regulated industries like pharmaceuticals. You are analytical, structured and commercially sharp, yet hands-on when needed. You enjoy leading teams and building deep, long-term customer relationships.

### Required Qualifications:

- Relevant academic background or equivalent professional experience
- Proven track record in sales leadership, preferably in the **pharmaceutical industry**

- Experience working in **international and matrix organizations**
- Fluent in **Swedish and English** (other languages are a plus)
- Strong strategic mindset with operational execution skills
- Excellent interpersonal skills – ability to build trust and influence at all levels

### Why Join MM Eson Pac?

- Be part of a growing international group with strong values and purpose
- Join a company that directly contributes to patient safety through packaging
- Lead a high-performing team and shape future business
- Work in a collaborative and dynamic environment where your ideas count

### Ready to Join Our Journey?

In this recruitment, **MM Eson Pac AB** is collaborating with **Moveup Consulting**.

If you have any questions about the position, please don't hesitate to contact our recruitment consultant:

#### Richard Etz

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*Please send your application (CV and cover letter) by email to the address above.*

*By submitting your application, you consent to the storage of your personal data, including your CV and cover letter, and agree that we may share this information with our client. You may withdraw your consent at any time.*

### Om företag

MM Eson Pac provides cartons, leaflets, booklets, and labels tailored for the pharmaceutical industry. Since April 2022, we are part of **MM Group** – a global packaging powerhouse with 26 production sites across the Nordics, Europe, UK/Ireland, and the US. Within MM Group, we belong to the **Pharma & Healthcare** division, enabling us to deliver solutions on a global, regional, and local scale. MM Group is listed on the Vienna Stock Exchange and generates annual revenues of approximately SEK 40 billion.

Read more: [www.esonpac.com](http://www.esonpac.com)

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