SALES MANAGER DIAGNOSTIC SOLUTIONS – NORDICS

Posted on 12 november, 2025

Company Name Becton Dickinson AB

Location Sverige

Job Description

Ready to lead and make an impact?
BD is looking for an experienced Sales Manager to drive growth for our Diagnostic Solutions business across the Nordic region. In this key role, you'll lead a skilled commercial team, strengthen customer partnerships, and ensure that our innovative solutions deliver real value in healthcare.

This position offers flexibility in location — you may be based in Sweden or Finland, with regular travel across the region (every other week, including some overnight stays).

Main responsibilities

- Lead, coach and develop a team of Account Managers and Application Specialists.
- Drive regional sales growth and deliver on business objectives.
- Build and maintain strong, long-term customer relationships.
- Identify and pursue new business opportunities to increase market share.
- Collaborate with Marketing, Product Management and Support to ensure commercial success.

About you

- Proven track record in sales leadership, ideally within MedTech or Life Science.
- Experience with capital equipment sales and public tender processes.
- Strong knowledge of the Nordic market, especially Sweden, Denmark and Finland.
- Excellent communicator with strong negotiation and relationship-building skills.
- Fluent in English; proficiency in a Nordic language is an advantage.

Location: Sweden or Finland (flexible)

Salary range (Sweden): 750,000–950,000 SEK per year + bonus + benefits

Join BD and become a maker of possible.

We're partnering with Moveup Consulting for this recruitment.

Contact Richard Etz, Moveup Consulting:
+46 733 87 27 21 | richard.etz@moveup.se

Please send your CV and cover letter by e-mail.

By submitting your application, you consent to the processing of your personal data for this recruitment and sharing with our client. You may withdraw your consent at any time.

Om företag

Our vision for DS at BD
BD Diagnostic Solutions is a division of BD (Becton, Dickinson and Company), a global medical technology leader dedicated to advancing the world of health. The Diagnostic Solutions business focuses on enabling accurate, timely and efficient detection of infectious diseases, cancer and other health conditions. Through innovations in microbiology, molecular diagnostics and point-of-care devices and assays, BD Diagnostic Solutions supports customers around the world, whether in high-throughput laboratories or community healthcare clinics, in hospitals or at-home, in delivering better outcomes for patients.

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