

SCANDINAVIAN SALES MANAGER – MEDICAL DEVICES

Posted on 1 juli, 2025

Company Name Berner Medical

Location Stockholm

Job Description

Scandinavian Sales Manager – Medical Devices, Stockholm

Location: Stockholm | Scope: Sweden, Norway & Denmark

Are you a proven sales leader with a passion for people and healthcare innovation?

Berner Medical is looking for a dynamic and experienced **Scandinavian Sales Manager** to lead and grow our high-performing sales team across Sweden, Norway, and Denmark. You will manage nine Sales Representatives/Product Specialists and play a key role in the leadership team of Berner Medical Healthcare Nordics.

About the Role

This is a strategic and hands-on role, combining sales leadership, market development and public tender expertise. You will drive sustainable business growth in the fields of **respiration, urology, stoma care, and advanced wound care**. You will collaborate closely with Product Management, Marketing, Regulatory, and Customer Service to ensure impactful execution and value for our customers.

Key Responsibilities:

- Lead, coach, and develop a cross-national team of 9 sales professionals
- Set and monitor clear goals aligned with the company's strategy
- Build and nurture strong relationships with healthcare stakeholders
- Develop and execute sales strategies across the Scandinavian markets

- Actively contribute to public tender processes alongside the Tender Manager and Product Manager
- Ensure compliance with industry regulations and company policies
- Provide market insights and collaborate on portfolio development
- Foster a culture of accountability, motivation, and continuous improvement

What We're Looking For:

- Solid experience in medical device sales in the Nordic healthcare sector
- Deep knowledge of public procurement and healthcare tenders
- Proven success in leading and developing sales teams
- Strategic mindset with strong operational execution skills
- Fluent in English and at least one Scandinavian language (preferably Swedish)
- Willingness to travel regularly within Scandinavia

You Are:

An inspiring leader with a structured and goal-oriented approach. You lead with trust and positivity, and you thrive in a dynamic environment where collaboration and ownership matter. You're driven by both business results and the opportunity to make a real impact in healthcare.

Join a growing Nordic organization with purpose, short decision paths, and great team spirit.

Apply now and become a key driver of our continued success at Berner Medical!

In this recruitment, Berner Medical 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

Berner Medical is a division of **Bröderna Berner AB**, a subsidiary of the privately owned **Berner Ltd**, headquartered in Helsinki. The company has extensive experience in supplying hospitals and healthcare institutions.

In Sweden, Berner Medical supplies products to both **regional healthcare authorities** and **private healthcare providers**.

The company's sales **office is in Sollentuna**.

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