

SENIOR SALES MANAGER – EMERGENCY RESPONSE SOLUTIONS

Posted on 9 september, 2025

Company Name Omda Emergency AB

Location Sweden

Job Description

If you are passionate about technology and would like to make the world a safer place, Omda offers the opportunity to join a fast-paced environment and experience personal growth in a quickly expanding tech company that is making a difference in people's lives.

Imagine an ambulance with flashing emergency lights as it quickly navigates through traffic to answer a distress call. Knowing you have contributed to that rapid ambulance response is truly rewarding and making a meaningful contribution to society can't be quantified when you work with technology that saves lives.

We are seeking a highly driven Sales Manager who is passionate about innovation and is keen to break new ground. If you want to be an influencer in an inspiring environment where you also make a meaningful contribution to society – then this might be the position for you!

Location: Field-based, with headquarters in Gothenburg, Sweden

Travelling: ~60–80 days/year internationally (primarily Europe)

The Role

We're looking for a driven **Senior Sales Manager** to lead Omda's international growth in Emergency Response Solutions across Europe. You'll combine new business development with long-term partnership building, playing a key role in expanding our footprint and strengthening our impact in public safety.

What You'll Do

- Own the full sales cycle for Omda's products and services – from first contact to installation and customer-specific adaptations.
- Build and execute strategic sales plans that deliver on ambitious growth and revenue goals.
- Hunt for new opportunities with Emergency Response organizations, both directly and through

partners.

- Build lasting customer relationships with regular onsite meetings and international travel.
- Navigate complex public tendering and procurement processes with confidence.
- Act as the customer's voice, feeding valuable insights into product development.
- Collaborate internally on pricing strategies and license models.

Who You Are

We're seeking a sales leader who thrives in an international, fast-moving environment and knows how to win in complex, high-stakes deals.

- 10+ years in technical/critical software sales, ideally with public-sector clients.
- Proven track record in winning tenders and managing public procurement processes.
- A natural "hunter" with a strong track record in new business generation.
- Fluent in English; additional European languages are a plus.
- University degree (Master's preferred) or equivalent experience.
- Entrepreneurial, self-driven, and collaborative.
- Strong communicator with excellent presentation and negotiation skills.

Nice to Have

- Existing network within European Emergency Response organizations (112, Ambulance, Fire/Rescue, Police).
- Experience with healthcare information systems or software integration.

Why Join Us?

At Omda, this isn't just sales—it's impact. You'll help emergency services access technology that saves lives and builds safer communities. You'll be part of a committed, international team that values collaboration, entrepreneurship, and making a difference. Your contribution will be visible and valued.

Ready to Apply?

Take on a pivotal role in shaping the future of Emergency Response solutions in Europe. Omda is partnering with Moveup Consulting for this recruitment.

For questions, contact Recruitment Consultant **Tom Bergqvist** at +46 733 87 27 22.

By submitting your application, you also give your consent to storing your personal information, including a CV & Cover letter, and that we have the right to share this information with third parties (our

client). You can withdraw your consent at any time.

Om företag

At Omda, we deliver advanced software solutions that empower Emergency Response organizations to save lives and improve public safety. Our products – CoordCom, ResQMap, and ResQMobile – support mission-critical operations for 112, Ambulance, Fire & Rescue, and Police services across Europe.

Our vision is clear: to equip first responders with cutting-edge technology that makes societies safer and emergency operations more effective. Learn more at www.omda.com

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