

TERRITORY MANAGER LIFE SCIENCES – DENMARK

Posted on 30 april, 2025

Company Name Nordic Biosite

Location Remote in Denmark

Job Description

Are you passionate about science, business, and building strong customer relationships? Are you looking for a role where you'll have real impact, flexibility, and opportunities for growth? This could be the exciting next step in your career.

Nordic Biosite is a well-established and trusted distributor in the Life Science sector, delivering high-quality products to research, healthcare, and industry for 28 years. With a wide product portfolio and close partnerships with leading manufacturers, they provide innovative solutions for laboratories across the Nordic region.

Nordic Biosite is now expanding its presence in **Denmark** and is looking for an experienced **Territory Manager** with a background in Life Science.

As **Territory Manager**, your responsibilities will include:

- **Driving sales** of a broad Life Science product portfolio (e.g. antibodies, reagents, enzymes) to research and diagnostics laboratories.
- Developing and maintaining **strong relationships** with customers in universities, hospitals, big pharma, biotech, CROs, and other Life Science companies.
- Collaborating with the marketing team on campaigns and other **sales-driving activities**.
- **Travelling** within your assigned region (Denmark), as well as to the head office in Täby.
- Working with a data-driven approach to **sales analysis and business development**.

They are looking for someone who:

- **Proven experience in Life Science sales** (required). Preferably within biotech and/or pharma.
- Ideally holds a PhD in **Molecular Biology, Immunology, Biomedicine**, or a similar field.
- Established contacts within Life Science in Scandinavia are an advantage, preferably **within biotech, big pharma and/or CROs**.
- Is a proactive relationship builder with a **strong business sense and excellent communication**

skills.

- Strong administrative skills – **experience with tenders and CRM systems** is highly desirable.
- Speaks and writes fluent **Danish and English**.

Nordic Biosite offers:

- A spot in a dedicated and skilled **Nordic sales team**.
- A **flexible role** with a high degree of autonomy for a self-motivated and goal-oriented professional.
- A great place to **grow and influence** – with benefits to match.
- A **solid brand with a long-standing reputation** in the industry.

Expectations in the Role:

- Meet assigned **sales targets**.
- Take an **active** role in marketing initiatives.
- Work strategically with **business development** to grow the business in your region while nurturing and expanding existing customer relationships.

Apply now and take the next step in your career!

In this recruitment Nordic Biosite is collaborating with Moveup Consulting.

For questions regarding the position, please contact recruitment consultant Annie Sjölund 0733-602984

Please send your application in the form of a CV and a cover letter via email to annie.sjolund@moveup.se

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

About Nordic Biosite

Headquartered in Sweden, Nordic Biosite was founded in 1997 to distribute high-quality and innovative products within Life Science research. Given our great experience and knowledge, our sales and technical support teams have the scientific and laboratory experience needed to provide high-quality support to our customers worldwide, regardless of research discipline. Nordic Biosite is ISO 9001 and ISO 14001 certified.

With 28 years of sales and market experience, Nordic Biosite covers the Nordic regions including Sweden, Denmark, Norway and Finland. We are also represented in Estonia, Lithuania, Latvia and Iceland. Nordic Biosite is a multinational company that handles 8 countries, 8 languages and 5 currencies.

Our portfolio, including 7 million products, represents top-quality manufacturers and suppliers. With a high business focus, we value long-term relationships with our suppliers and customers. Our large product portfolio together with our local presence gives us the advantage to successfully attend Tenders in our territories.

Nordic Biosite has highly valued customers including Universities, Hospitals and Life Science companies. Given our close contact with partners and customers, we can continuously grow and adapt our product range and thereby meet evolving research trends and meet customer needs.

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