

# TERRITORY MANAGER, PAIN THERAPIES

*Posted on 3 september, 2019*

**Company Name** Medtronic

**Location** Stockholm

## **Job Description**

***Are you a driven and hungry but still humble Sales Representative with the ability to develop new business opportunities with existing and potential clients? Welcome to join us!***

## **About the company**

Medtronic was founded in 1949 as a medical repair company, they are now among the world's largest medical technology, services and solutions companies, employing more than 89,000 people worldwide, serving physicians, hospitals and patients in over 155 countries.

Whatever your specialty or ambitions, you can make a difference at Medtronic – both in the lives of others and your career. Join them in their commitment to take healthcare Further, Together.

## **About the product**

The pain Therapies consist of 2 main Categories, Neurostimulation for Chronic Pain & Intrathecal Drug Delivery Pumps (ITDD). If chronic pain isn't responding to medication, or if the side effects can't be tolerated, a doctor may prescribe a neurostimulator. These implantable devices may help manage the pain, restore patient's ability to do everyday activities, decrease the need for oral pain medications, and improve quality of life.

## **About the role**

As Territory Manager you will drive sustainable growth within Pain Therapies in Sweden, by supporting existing hospitals and by focused referral activities. You will work closely with the Regional Business manager and the Regional Marketing managers who will support you, as well as, the tender and pricing team at our head office. You will have your own budget and make sure you will gain market shares and sales growth as well as new clients.

We see you as a profile that is not afraid of a crowd since it will be required to hold presentations and as well to guide the healthcare staff on how to use the products. You will also maintain customer knowledge by gathering information about account activities and potential, key decision makers, competitive participation, market share etc.

## **Your key accountabilities:**

- Drive sustainable growth within Pain Therapies in Sweden, by supporting existing hospitals and by focused referral activities

- Achieve and exceed sales budget
- Develop excellent levels of product knowledge and awareness of environmental changes
- Manage customer relations at all levels in your territory
- Enlarge client base in assigned territory
- Attend and facilitate congresses, workshops and any required marketing function.

**About you**

We are looking for a driven and hungry but still humble Sales Representative with ability to develop new business opportunities with existing and potential clients. For you to enjoy the job, you like to be on top of things and takes matter in your own hands. It is important that you are a relationship builder and that you enjoy customer service since you need to be able to build relationships and gain trust at the hospitals.

You should be comfortable with travelling in the line of duty as your clients are based in the northern half of Sweden (the district reaches from Stockholm/Uppsala, Gävle and upwards).

**Your qualifications:**

- A degree in Engineering, Life-science, Business Administration or Biology or another relevant, advanced degree
- Self driven and strategic
- Preferably sales experience in the medical device industry or from Pharma industry
- Fluent in Swedish and excellent skills in English.

**Application:**

Please send your CV and personal letter directly to recruitment consultant Jelena Dogas at [Jelena.dogas@moveup.se](mailto:Jelena.dogas@moveup.se). If you have any questions about this job opening, please contact Jelena Dogas.

**We are look forward to receiving your application!**

*By submitting your application, you also give your consent to storing your personal information, including CV & Cover letter, and that we own the right to share this information with third parties (our client). You can withdraw the consent at any time.*