

TERRITORY MANAGER, PERIPHERAL INTERVENTION (PI) - SOUTH/WEST SWEDEN

Posted on 15 mars, 2024

Company Name BD

Location Västra Götaland/Halland/Skåne

Job Description

About the role

We have a phenomenal field-based opportunity for a Sales Specialist to join our Peripheral Interventions, BD Interventional Division (BDI), the successful candidate will run the South-/West Sweden territory.

Reporting to the Nordic PI Sales Manager, you will be responsible for cold calling, prospecting, and building relationships that will increase account revenue growth and customer satisfaction within specified product lines and geography. Focus areas will include driving new business with responsibility for achieving sales expectations in the South-/West Sweden territory while providing outstanding service and support to physicians and nurses to meet their patient's needs. The Territory Manager will be responsible for case coverage in cath labs & IR suites while working with physicians and key decision makers.

You will be joining the vascular team with highly engaged colleagues. It is our people that make all the difference in our success. Be part of something bigger!

Main responsibilities

- Sell innovative, life-changing peripheral interventional products to help improving health for patients.
- Develop and implement strategies and tactics to ensure market penetration, achieve sales goals, establish new accounts in the assigned territory.
- Meet and conduct consultative sales calls with Vascular Surgeons, Interventional Radiologists, Nephrologists, and Radiologists.
- Educate customers on products and accurate clinical usage by delivering presentations and demonstrations.

- Routinely attend procedures/cases in hospital procedure rooms and advise on product usage and gain insight into specific needs of physicians' and staff.
- Regularly manage consignment inventory.
- Responsible for attainment of sales/revenue objectives for the territory in order to attain quota.
- Demonstrate in-depth product knowledge, and ability to speak clinically to physicians at a high level.
- Build and maintain solid relationships with customers.
- Participate in local and international congresses and meetings as needed.

About you

- Living in the territory, you will be educated to degree level or equivalent within the clinical or commercial field. Either you have entered or progressed in your sales career or clinical (interventional) career. Or, you have already extensive sales experience and want to develop within a highly exciting clinical area within an international company.
- Talent is equally as important as experience.
- Ideally, you are clinical trained and/or have the capacity and passion to learn with an ambition to become an expert.
- Have and use a strategic approach to build success, coordinating numerous departments and customer segments within the healthcare settings.
- You are highly motivated and have effective organisational skills, successfully work individually and as part of a diverse and dynamic team.
- You must be prepared to travel within your territory for up to 60-80% of your time in this field-based role.
- Have excellent verbal and written communication skills in Swedish and English.
- Candidates must have a valid driver's license.

Our approach to diversity and inclusion

Becton, Dickinson and Company is an Equal Opportunity/Affirmative Action Employer. We do not unlawfully discriminate on the basis of race, color, religion, age, sex, creed, national origin, ancestry, citizenship status, marital or domestic or civil union status, familial status, affectional or sexual orientation, gender identity or expression, genetics, disability, military eligibility or veteran status, or

any other protected status.

To learn more about BD visit: <https://bd.com/career>

To apply

We are looking forward to receiving your application as soon as possible. For more information about BD, the role and to apply, please contact Richard Etz, Moveup Consulting AB, 0733-87 27 21.

Applications must be sent by e-mail to: richard.etz@moveup.se

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.

Why join us?

A career at BD means learning and working alongside inspirational leaders and colleagues who are equally passionate and committed to fostering an inclusive, growth centered, and rewarding culture. You will have the opportunity to help shape the trajectory of BD while leaving a legacy at the same time. To find purpose in the possibilities, we need people who can see the bigger picture, who understand the human story that underpins everything we do. We welcome people with the imagination and drive to help us reinvent the future of health. At BD, you'll discover a culture in which you can learn, grow and thrive. And find satisfaction in doing your part to make the world a better place.

Become a maker of possible with us!

Our vision for BD Interventional (BDI) & PI (Peripheral Intervention) at BD Interventional (BDI) focus on leading innovation and life-enhancing devices in the field of surgical, endovascular, urological, and critical care interventions aiming at advancing the treatment of high burden diseases and enabling surgical and interventional procedures.

Peripheral Intervention

Our Peripheral Intervention (PI) business unit offers a comprehensive range of medical products,

devices and services for the treatment of peripheral arterial and venous disease, cancer detection, and end-stage renal disease and maintenance.

Om företag

We are the makers of possible

BD is one of the largest global medical technology companies in the world. Advancing the world of health™ is our Purpose, and it's no small feat. It takes the imagination and passion of all of us—from design and engineering to the manufacturing and marketing of our billions of MedTech products per year—to look at the impossible and find transformative solutions that turn dreams into possibilities.

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