

# TERRITORY MANAGER SOUTH SWEDEN, DENMARK & NORWAY

*Posted on 9 september, 2025*

**Company Name** Perimed AB

**Location** South Sweden

**Job Description**

## About the role

As Territory Manager, you will take full responsibility for driving sales and building strong relationships with key stakeholders across Sweden and Finland. You will promote Perimed's unique portfolio of diagnostic solutions within vascular surgery and clinical physiology, ensuring that our products continue to support clinicians in improving patient care.

This is a role for a true hunter – someone motivated by winning new business, developing markets, and identifying opportunities where Perimed's technology can make a real difference. You will be part of an international sales team, reporting to the CEO, and will collaborate closely with colleagues in clinical support and marketing.

## Key Responsibilities

- Develop and execute the sales strategy for Sweden and Finland.
- Drive new business opportunities with vascular surgeons, clinical physiology departments, and other relevant stakeholders.
- Build long-term customer relationships through consultative selling and value-based discussions.
- Organize product demonstrations, workshops, and training sessions.
- Collaborate with internal colleagues to ensure excellent clinical and technical support.
- Represent Perimed at congresses, trade fairs, and customer meetings.

## Qualifications

- A few years of sales experience within medical devices.
- Existing network and/or proven experience selling to **vascular surgeons** or **clinical physiology departments** is highly desirable.
- Alternatively, you may currently work as a **BMA (Biomedical Analyst)** in clinical physiology and

have strong commercial drive.

- Experience in scientific discussions with key opinion leaders or in clinical training is a strong merit.
- Strong hunter mindset with a track record of achieving and exceeding sales targets.
- Excellent communication and presentation skills in English and Swedish (Finnish is a plus).
- Willingness to travel extensively across Sweden and Finland.

## Why join Perimed?

At Perimed, you will be part of a growing company with a clear mission – to help clinicians around the world improve diagnostics and patient outcomes in microvascular and vascular care. We offer a dynamic, international environment where your drive and expertise will directly influence our success.

## Apply now and become a key contributor to Perimed's continued success!

For this recruitment, Perimed AB is collaborating with Moveup Consulting.

If you have any questions about the position, you are most welcome to contact our recruitment consultant:

Richard Etz

+46 733 87 27 21

[richard.etz@moveup.se](mailto:richard.etz@moveup.se)

Please send your application – CV and cover letter – by e-mail to the address above.

By submitting your application, you consent to your personal data, including CV and cover letter, being stored and shared with our client. You may withdraw your consent at any time.

## Om företag

*Perimed is a global leader in innovative diagnostic solutions for microcirculation and peripheral vascular assessment. We work closely with clinicians and researchers worldwide to improve patient outcomes through advanced technology and dedicated support. To strengthen our commercial presence in the Nordics, we are now seeking a driven **Territory Manager South Sweden, Denmark & Norway**.*

**Consultant Name** Richard Etz

**Consultant Number** +46 733 87 27 22

**Consultant Email** [richard.etz@moveup.se](mailto:richard.etz@moveup.se)

**Cosultant Linkdin** <https://www.linkedin.com/in/richardetz/>