

TERRITORY MANAGER SWEDEN & FINLAND

Posted on 9 september, 2025

Company Name Perimed

Location Stockholm med omnejd

Job Description

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 Sweden & Finland**.

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

Perimed is partnering with Moveup Consulting for this recruitment. For questions, contact Recruitment Consultant **Daniel Kremer** at +46 733 87 27 24, or send your application with CV to daniel.kremer@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

Perimed is a Swedish medtech company, proudly innovating peripheral vascular measurement solutions for over 40 years. We have designed a range of instruments that measure **macro- and microcirculatory perfusion** for assessment and research in areas like wound care, diabetic foot, and peripheral vascular health.

Focusing on ease of measurement to optimize time spent with patients and in the research lab, our instruments provide insights that help clinicians determine treatment paths, and researchers uncover novel findings.

Perimed is a global company, with headquarters in Stockholm and subsidiaries in the US, France, and China. We support our customers directly through our local offices and worldwide network of certified distributors.

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