

# VICE PRESIDENT SWEDEN (SALES & CUSTOMER SUCCESS)

*Posted on 24 oktober, 2025*

**Company Name** QUMEA

**Location** Stockholm - Göteborg - Malmö

## Job Description

We're growing fast across Europe – and now we're looking for a **Vice President Sweden** to lead our commercial success and customer impact in Sweden.

## Your mission

As VP Sweden, you'll own the Swedish market – from lead generation to sales and customer success. You'll build and lead a small, high-performing team, drive growth, and shape how QUMEA becomes a trusted standard in Swedish healthcare.

## What you'll do

- Drive our go-to-market strategy and growth in Sweden.
- Lead sales from prospecting to signed contracts – including complex, multi-stakeholder deals.
- Build lasting relationships with healthcare leaders and decision-makers.
- Ensure outstanding customer success and measurable ROI for every client.
- Inspire, empower, and develop a multidisciplinary team.
- Represent QUMEA at conferences and live demos as a thought leader in digital health.

## What you bring

- Proven success in B2B sales – ideally in healthcare, medtech or public sector.
- A strategic and hands-on approach to leading markets and teams.
- Ability to navigate complex buying structures and procurement processes.
- A "trusted advisor" mindset and natural relationship builder.
- Fluent in Swedish and English.
- Entrepreneurial drive, curiosity and a "let's make it happen" attitude.

## Why QUMEA?

- Purpose-driven innovation that transforms patient safety.

- A flexible, hybrid setup that supports life-work balance.
- Shared success through equity participation.
- A team culture built on trust, excellence, and fun.

## Ready to shape the future of healthcare?

We're partnering with Moveup Consulting for this recruitment.

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 the processing of your personal data (including your CV and cover letter) for this recruitment and sharing with our client. You may withdraw your consent at any time.*

## Om företag

### About QUMEA

QUMEA is reshaping how hospitals and care facilities monitor patients. Our radar-based technology detects movement contactlessly and anonymously, giving healthcare professionals real-time insights and alerts that save time, reduce risks, and improve outcomes.

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