

Sales Representative – East Sweden and Finland (m/w/d)

Location: Helsingborg office, Sweden, fully remote

Work model: Full time (40 hours)

About the Position:

We are looking for a customer focused, strategic and ambitious Sales Representative to manage our business in East Sweden and Finland to provide superior customer service to our physicians and their teams.

You will drive sales and market development of our portfolio in your territory, and own the full sales cycle, from cathlab support and local medical education to purchasing and tender management.

This position will report to the Nordic Sales Director.

Your work will focus on

- Building strong and long-lasting relationships with interventional cardiologists, cathlab staff, clinical teams, purchasing and other key stakeholders
- Planning and executing local sales - and training activities that are aligned with the company strategy and regional tactics
- Driving and managing regional tender processes
- Hosting local and international workshops, training events, proctoring etc. to support and educate customers on product use and clinical advances
- Managing orders and consignment stock, ensuring continuous follow-up and high customer satisfaction
- Representing Occlutech at congresses and professional meetings to expand your network and identify new business opportunities

Our benefits

- An interesting work scope in a growing international company in the medical device industry
- Our total rewards package including bonuses, retirement programs, wellness allowance and health insurance
- Comprehensive onboarding and training plan
- Good work-life balance through flexible working hours and hybrid working time models

We are looking for a candidate, who

Is an avid relationship-builder who combines a strategic mindset with disciplined execution. You have a passion and capability for selling complex products and delivering high-level customer service. Furthermore, you have:

- 5+ years of sales experience within medical devices; preferably from cardiology or a comparable healthcare industry
- Strong understanding of the Swedish and Finnish healthcare systems
- Experience of working in tender-driven markets
- University degree in health management, business or science
- A valid driving license
- Fluent Swedish and/or Finnish, and strong English skills (written and spoken)

Ready to apply?

We look forward to receiving your application (cover letter and CV) via the job ad on LinkedIn.

<https://www.linkedin.com/jobs/view/4395650329>

Only applications in English will be evaluated.

About Occlutech

Occlutech is a leading specialist provider of minimally invasive cardiac devices, with a mission to improve the quality of life for people with heart conditions. The vision is to become a global leading specialist provider in cardiac devices, addressing congenital heart defects, stroke prevention, and heart failure. Occlutech has a broad and proven portfolio, based on proprietary technology, and over 200 patents with more than 200,000 products sold. The company markets and sells its products in over 70 countries and has around 300 employees.

Contact

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