

## **ACCOUNT MANAGER (SWEDEN)**

Are you passionate about Swedish healthcare and are you motivated by getting the chance to support the Swedish hospital laboratories in providing world class diagnostics to the Swedish people? Do you like travelling all of Sweden and occasionally international as well? Are you an optimistic type that keep trying your best even though you don't always win? Would you like a job, where you have great independence and influence, but still are a team-player? If you have answered yes to all this, I have an interesting opportunity for you. I want to give the right person the responsibility of our sales activities in Sweden. You will join Genomica AB and in close cooperation with me work to offer quality IVD solutions to hospital laboratories in Scandinavia. You will both sell solutions from our mother company Genomica SAU as well as products from other hand-picked providers of IVD approved products we are distributing.

### **The job:**

Responsibilities in this job will include, but are not limited to:

- Developing of new accounts
- Building and maintaining customer relations in current accounts
- Participation in local and international congresses
- Logging of activities in our CRM system

You will report to and work closely together with me.

### **Your profile:**

The ways into this position could be many. Most importantly you have the motivation and background to work with sales of molecular IVD products to laboratories in the Swedish hospital sector. Proficiency in Swedish and English (oral and written) is also a must.

It is besides that considered a plus if you:

- Have previous experience of sales to clinical oriented laboratories
- Have knowledge within clinical fields of microbiology, pathology, and/or other fields covered by hospital laboratories
- Have experience with tenders and price negotiations
- Are an experienced IT user (e.g. Microsoft Office and CRM systems)

You are result-oriented and motivated by reaching sales-targets. You can manage your time, prioritize, plan and execute your duties independently. You also possess a large communication capacity, excellent social skills and the ability to participate in scientific discussions.

Furthermore, it is expected that you are client- and solutions-oriented. Finally, you are a team-player and enjoy working in a small company environment with lots of room to influence things.

The role is field based with home office and requires a valid driver's license. Both National and International travel is required in this position.



Okt-2019

**How to apply:**

Please send your application and CV to [rrhh@genomica.com](mailto:rrhh@genomica.com) and mark it "Swedish position" in the subject field. We will evaluate candidates continuously as we receive them and look forward to hear from you.

**Genomica:**

Genomica is an international biotech company, which is part of the Pharmamar group. Our HQ is based in Madrid, but you will join the subsidiary of Scandinavia. In Sweden we sell Genomica products direct and also as an important part of the job distribute other hand-picked companies that complements our portfolio.

Looking forward to hear from you

Søren Peter Jonstrup

General Manager

Genomica AB