

Area Sales manager – Nordics

You are interested by taking on new technical challenges, enrich your experience and evolve in an innovative environment?

Join our specialized teams in IoT and connected health as Sales manager in Nordics!

Ensuring a constant supply of quality products is a major public health challenge in every country. With the power of the IoT, Biolog-id has developed solutions to manage and trace sensitive health products in various fields including Transfusion Medicine, Plasma Fractionation & Oncology.

Biolog-id is more than 100 employees worldwide in 7 operational centers (2 in France, United States, Australia, Italy, Spain and India) sharing the culture of innovation and skills in new technologies and professions (embedded software & electronics, mechanics, mobile applications, web, database...).

As part of its evolution, Biolog-id reinforces its EMEA Sales Team. In contact with innovation in the field of health, you will be able to evolve in an international group with a human size.

Your mission is to develop and expand Biolog-id business across Nordics (Sweden, Norway, Denmark, Iceland and Finland) by identifying sales opportunities and selling our solutions adapted to the fields of blood components. You are accountable of the strategic plan for your territory and drive success in the following areas: territory sales planning, pipeline development, presentation and commercial evaluation process management, pricing, negotiation and the closing process. You will work closely and collaboratively with other departments to drive product adoption and usage, as well as to understand future requirements to accelerate demand for the solution in the market.

You must be highly organized and autonomous with an entrepreneurial mindset; skilled and thorough in delivering sales presentations, onsite visits and solution introduction to prospective clients.

Main responsibilities

- You will develop and execute a comprehensive account strategy for the assigned territory
- You will work closely with prospects stakeholders to drive market adoption of Biolog-id solutions
- You will develop long-term strategic relationships with customers
- You will accelerate new customer acquisition and upsell growth in existing accounts, while maintaining an accurate sales pipeline
- You will be responsible for complete and accurate on-going maintenance of accounts, forecasts, proposals, and account activity in our CRM system.
- You will develop accurate sales forecasts and reports
- You will ensure the loyalty of key customers by taking into consideration a strategic vision of their needs on the market,
- You will travel up to 50%

Preferred Educational Background

- BA/BS or MS or equivalent degree in IT solutions and / or with proven professional experience in the sales of complex solutions (mixing IT-Hardware-Software and multiple stakeholders), ideally in the healthcare sector. Profiles from Blood Transfusion industry will also be studied.

Preferred Experience Background:

- Ability to enhance and sell our solutions to C-Suite,
- Must be able to build good relationships at a high level and to develop business relationship with decision makers for which responsiveness and availability are key,
- Good personal organization and ability to work transversally with the other departments involved in the sales process,
- Ability to effectively communicate and influence internal and external audiences, using both oral and written communication skills.
- In addition to local language, you speak English fluently.

Knowledge, Skills and Abilities

- Minimum 5-7 years of sales territory management experience selling complex solutions ideally in healthcare industry.
- Demonstrate Leadership skills
- Excellent verbal and written communications skills
- Must be comfortable working in a start-up environment, where everyone must have the “roll up your sleeves” and get it done attitude
- BS/BA or MS degree

Location:

- Ideally in Stockholm (Sweden) or Copenhagen (Denmark) or Oslo (Norway)

Seniority Level

- Mid-Level

Reporting

- Executive Director – Sales (Europe)

Employment Type

- Full-time

Job Functions

- Sales
- Business Development

Equal Employment Opportunity

Biolog-id is an Equal Opportunity Employer committed to a diverse workforce. Biolog-id, will not discriminate against any worker or job applicant on the basis of race, color, religion, gender, national origin, ancestry, age, sexual orientation, marital or civil partnership status, pregnancy, gender reassignment, non-job related mental or physical disability, genetic information, veteran status, military service, application for military service, or membership in any other category protected under law.