



Laerdal

helping save lives

Laerdal Medical

one of the world leading providers of Healthcare Solutions, is dedicated to helping save lives. Laerdal serves healthcare providers and educators with products and services for Basic Life Support, Advanced Life Support, Simulation, Airway Management, Immobilization, Patient Care, Self-Directed Learning and Medical Education.

By 2020, we have a goal of helping save 500 000 more lives. Every year

Territory Manager

West and South part of Sweden*

We are searching for an experienced and impact-driven person to fill the role as a Territory Manager in west and south part of Sweden. You will be joining a diverse team driven by helping save lives. The position is field-based and reports to the Swedish Sales Manager.

What you will do

As a Territory Manager you will:

- Develop and manage the region and be responsible for the customer satisfaction in your area.
- Achieve the regional budget, by visiting potential and existing customers, performing product presentations, organize user-networks and other relevant sales activities.
- Use a consultative sales approach to understand customers' needs and based on these needs, design, propose and help implement sustainable solutions that have a high helping save lives and return of investment impact – both for the customer and Laerdal.
- Work closely with the rest of the Swedish and Nordic team and be supported by Inside Sales and the CustomerService team.
- Timely and accurately submit all required administrative reports.

About you

- You are a highly motivated and collaborative team player with excellent communication skills (Swedish and English).
- You have at least 3 years of Healthcare education and you have a clinical experience. A strong educational background and experience with simulation based training programs is a plus.
- You have excellent sales and customer service skills.
- You have the ability to network, engage and build long-lasting relationships with people at any level of an organization (educational institutions, EMS-Services, emergency, maternity, risk managers, procurement departments, etc.).
- You live conveniently relative to the region* (preferably close to Malmö or Gothenburg but that is not a requirement), and are flexible to travel in the region up to 75% of the time.
- You have a good technical understanding and excellent IT-skills.

If you have questions about the position, please contact Morten Blakstvedt at morten.blakstvedt@laerdal.com or phone +46 733712932

Please send applications with CV to HR@laerdal.no latest August 15th .
Kindly type "TM SE002" along with your name in the subject line.

Facts and Figures:

Laerdal Medical is a family-owned global company with head office in Stavanger, Norway. We are more than 1500 employees in 28 countries. Together with our colleges in Laerdal Global Health we have a goal of helping save 500 000 more lives. Every year.

The Swedish Laerdal organization consist of 10 employees in a Sales team including Inside Sales & Marketing, CustomerService including Helpdesk, Technical support and Distribution management.

Laerdal Medical AB
Hammarby Fabriksväg 23
120 30 Stockholm

Read more about us at www.laerda.com and www.laerdalglobalhealth.com

* West and South part consist of following Regions (with reservations):
SKÅNE – HALLAND – VÄSTRA GÖTALAND – VÄRMLAND – KRONOBERG – BLEKINGE – KALMAR - JÖNKÖPING