

Key Account and Tender Manager Nordic

We are looking for a Key Account and Tender Manager to strengthen our Nordic team. A full-time position placed at one of our offices, either in Copenhagen, Stockholm, or Aarhus.

The Position

The Key Account and Tender Manager will be responsible for the sales and tender business at key accounts across the Nordic countries. The product portfolio will include high-quality and exclusive key labware and smaller Instruments. The portfolio will primarily be sold via tenders, procurement contracts, and key customers. The job is combined field and office-based.

Principal Accountabilities

- Overall responsible for defined portfolio across the Nordic countries, as well as sales budget, marketing, and KPIs according to Business plan.
- Responsible for tender processes and negotiation of contracts with key accounts and purchase departments. Maintain and develop existing business and tender structure.
- Responsible for product strategy and delivery of marketing content.
- Collaborate with suppliers according to AH diagnostics' values and business strategy
- Pro-actively maintain existing business base through implementation of key account management, working with key internal and external stakeholders. Actively seeking new business opportunities
- Establish connections and customer relationships with the strategic procurement departments.
- Work together with the Nordic team to develop sales strategies for the defined products.

Background and Competences:

- MSc (Master of Science), BSc (Bachelor of Science), Medical Laboratory Technologist or equivalent qualification in a scientific subject and significant experience in a similar role.
- High level of negotiation skills and experience in working with tenders and framework agreements.
- Strong business understanding and analytical skills.
- Fluent in local language and negotiation level in English - both in written and spoken language.
- Driving license.
- Good understanding of business management systems, including Excel, Word, PowerPoint, and CRM tools.
- Demonstrated ability to work alone and as a part of a team.
- Ability to travel and work flexible hours

We Offer

We offer you an exciting and challenging position in a growing Nordic company. A position with continuous personal development and strong empowerment. We have a constant focus on being able to offer innovative and unique products within Life Science and diagnostics. A business environment where customers are at the center and where we combine humor with business. We offer a good salary package including, bonus, pension etc.

Contact

For more information, please contact CSO Helle Zacho at +45 8745 9010 or hr@ahdiagnostics.com
Please send your CV and cover letter to hr@ahdiagnostics.com

About AH diagnostics

We provide reagents, instruments and bio appliance for molecular biological and immunological research and diagnostics.

Professional sparring and guidance is the core of our work due to our high technology products which are long term investments. With products from more than 35 suppliers, we cover the complete workflow of our customers who work within health care, pharma, biotech and universities.

We have almost 40 years of experience serving the Nordic Region, and our 50 employees work from offices in Copenhagen, Aarhus, Oslo, Stockholm and Helsinki. Our headquarter is based in Aarhus.