

Product Specialist Consumables

We are looking for a Product Specialist for consumables to strengthen our Swedish team. A full-time position based at our offices in Stockholm.

The Position

You will, as Product Specialist, be responsible for the consumables sales in Sweden. The product portfolio will include high-quality and exclusive key labware and smaller Instruments. The portfolio will be sold via tenders, procurement contracts, and key accounts. The job is field based.

Principal Responsibilities

- Overall responsible for a defined portfolio in Sweden, as well as sales budget and KPIs according to Business plan.
- Responsible for negotiating contracts with key accounts and purchase departments.
- Attending tenders and filling in product information.
- Responsible for delivery of marketing content.
- Collaborate with suppliers according to AH diagnostics' values and business strategy.
- Proactively build and maintain existing business base through implementation of sales activities, working with key internal and external stakeholders. Actively seeking new business opportunities.
- Establish connections and customer relationships with key customers and procurement departments.
- Work together with the Nordic team to develop sales for the defined products.

Background and Competences:

- M.Sc. (Master of Science), B.Sc. (Bachelor of Science), Medical Laboratory Technologist or equivalent qualification in a scientific subject and significant experience in a similar role.
- Sales and negotiation skills. Preferably with experience in working with tenders and framework agreements.
- Experience in selling consumables to laboratories.
- Strong business understanding and analytical skills.
- Fluent in Swedish and negotiation level in English - both in written and spoken language.
- Driver's license is necessary.
- 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.

This is an opportunity to grow a new focus area for AH diagnostics. You will have a chance to really create something new if you are up for a fun and challenging position. You should be ready to take command of the situation, knock on some doors or find new ways to reach your goals!

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 Country Manager Atif Javaid at +46 736 14 64 64 or

atj@ahdiagnostics.se

Please send your CV and cover letter to hr@ahdiagnostics.com

About AH diagnostics

We provide reagents, instruments, and bio appliances 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.