

Swedish sales performer for internal sales team

We are looking for a dedicated sales performer and/or sales talent to be part of a dynamic, international team. The internal team will be responsible of servicing the Nordic countries within the medical sector, from the Nordic head office, in Copenhagen.

If you are a sales performer or still need to reveal your inner sales talent - this is a unique opportunity to be a part of a dynamic, international company.

MAIN TASKS

The internal sales team is to ensure high sales performance by phone, ensuring and improving the overall customer experience, in close corporation with field sales, by:

- Follow up on sales activities & building customer relations with both small and large accounts
- Perform sales to small and large accounts by phone
- Inform status and optional book meetings for Field Sales Executive on large accounts
- Adapt and execute account planning & prioritization according to defined guidelines
- Ensure, on a continuous basis, the collaboration between internal sales team and the other teams/departments

QUALIFICATIONS

- College degree, humanities line preferably, supplemented with – but not a requirement - business relevant discipline
- Native/Fluent in Swedish
- English, high level in written and spoken
- IT flair

JOB EXPERIENCE

- 6-12 months' experience in Sales, Internal Sales, Customer Service or the like
- Ideally working experience in the medical devices industry, High Tech or technical sales/support areas

But most importantly, you want to make a difference ensuring the team exceed the expectations

Travel Required

50 to 60 days of travel to be expected annually, in the Nordic countries, primarily Sweden.

WE OFFER

A unique opportunity to be a part of a dynamic, global company in an exciting and fast developing business. During the first year you will receive a significant training and education both within the medical device industry and sales in general through the Sales Academy's 5 modules.

Fulltime position, attractive salary and bonus package

Interested...

Please send your application and CV to jobhr@moranti.com soonest possible.