

Elos Medtech is a leading development and strategic production partner in medical technology. The business is conducted within three business areas – Dental, Orthopedics and Life Science. Elos Medtech specializes in the development and manufacture of medical technology products such as implants and surgical instruments. The customers are medical technology companies that operate internationally. The group has operations in Sweden, Denmark, China and the USA and the head office is in Gothenburg, Sweden. We have a turnover of approximately SEK 700 million and have more than 600 employees worldwide. Elos Medtech has been listed on NASDAQ OMX Stockholm AB since 1989.

We are looking for

Business Development Manager – Diagnostic Division

We are looking for a highly qualified and independent commercial candidate who wants to be involved and both develop and identify new business. You have a great technical interest and understanding of innovative technology. You will work in a distinctly complex and consultative environment where you work together with the customer to develop unique solutions and ideas. You will work in an international environment. Travel occurs frequently. The position will be located in Europe, and you will spend around 30% of your time at the site in Skara, Sweden.

Main responsibilities:

- In the role as Business Development Manager, you drive your sales process, from the first conversation with the customer to the implementation and follow-up of the collaboration
- You are responsible for your sales budget and the company's growth by identifying new customers and new business opportunities
- Global research to detect the most recent trends so that necessary modifications can be made, and the company can stay ahead of the competition
- You will coordinate the company's sales and marketing functions to increase profitability and expand its brand
- You are part of Diagnostic Division management team and report to the company's VP Diagnostic Division and in close collaboration with the rest of the team, you contribute to customer care and sales strategy for the Division
- You ensure that we work optimally with our customers. This includes the development and implementation of activities that support the business's sales and margin goals. You also monitor the market to ensure the right development in accordance with the company's strategic plan
- You identify customer needs and collaborate with colleagues to ensure a long-term partnership with the customer. You collaborate with various departments to build and implement strategic plans. You have a deep understanding of how the company works and the priorities that drive the company forward.

Your profile

We see that the person we are looking for has a strong drive and focus on succeeding in their role. We attach great importance to your personal qualities where it is important that you are a team player with an outgoing and positive personality. To succeed in the role as Business Development Manager, you need to be analytical and communicative. We also look for qualities such as:

- Relevant sales experience with very good results
- Deep understanding in B2B
- Strong business focus, trustworthy and can create good and long-term business relationships

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- It is highly advantageous if you have experience in international sales, preferably with a technical expertise within injection molding
- As a person, you are curious, ambitious, humble, and prestigeless
- Accurate, structured and plan your days in a smart and time-efficient way

We offer

You become part of an established company that offers products of the best quality. Our company culture is based on a set of strong core values: Passionate, Trustworthy, Result-oriented, Together. These values guide us in our day-to-day business and create unity across our global sites. The core values shape how we interact with each other, with our customers and with society. We live by our core values.

We attach great importance to your personality and offer varied and challenging work in an exciting and dynamic business.

For further information contact:

Sam Svännel, Vice President Diagnostic Division

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070-545 72 90

Apply with CV and personal letter by 2023-01-31:

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About Elos Medtech

Elos Medtech is a workplace for committed and passionate people who want to grow professionally. We offer an international environment and a world of opportunities – if you have the ability and the drive to take them.

You can read more about us on our website: www.elosmedtech.com