



SALES MANAGER HOMECARE SWEDEN AND NORDICS

STOCKHOLM

This position presents a possibility to re-invent and explore new potential growth areas.

Your new company

AGA, a member of The Linde Group, is known as one of the world leaders in gases, engineering and healthcare. The Linde Group operates in more than 100 countries across the globe and generated revenue of 16.948 billion euros in 2016. But what makes us great is our people, because they make great things happen. Guided by integrity, Linde employees take pride in what they do, because they know it makes a real difference to our customers. They are empowered to turn a challenge into an opportunity to learn and grow. This is how they take the lead, every day.

Your new role

Your position will be two-fold. Firstly to oversee the Homecare sales team in Sweden. Secondly, you will oversee the Homecare managers in the Nordics, a newly created position in this region. Approximately 70% of your focus will be toward driving sales in the Swedish Homecare segment within Healthcare, leading a team of four direct reports. The remaining focus will be to lead, coach and support the Homecare managers in the Nordics with delivering their sales growth agenda. Overall you will be responsible for:

- Driving market activities
- Developing and review territory business plans, sales and activity targets with therapy specialists in Sweden and country managers in Scandinavia
- Developing performance and development plans and conducting coaching /field visit activities with Swedish personnel

Reporting to the head of sales for region European North / UK, you will be an important contributor to the development of the growth agenda for these regions and in doing so interact with Sales Managers from regions U.K. and Ireland.

What you'll need to succeed

To succeed in the job, you should have proven leadership experience (cross country preferably), business acumen and past sales experience. As a leader of others you are able to demonstrate your previous experience inspiring, motivating and delivering a clarity of vision to your team(s). You are innovative and motivated by business development and growth opportunities. We will ideally seek to hear of examples whereby your previous strategic “outside the square” approach to your work has resulted in positive/sustainable growth. In addition to this you have:

- A healthcare background, from devices or therapeutic areas (the majority of your experience must be within Med Tech)
- Deep working knowledge about the Swedish healthcare system
- Ideally experience / understanding of other healthcare systems in the Nordics.
- Preferable, but not essential an understanding of respiratory diseases
- Academic exam from university, or equivalent business experience
- Min 10 years of work experience

Great emphasis is placed on customer focus and the ability to create good long-term relationships. It is an advantage if you have experience from an organization that has made a journey of change.

What you'll get in return

There exists a great possibility in the position to re-invent and explore new potential growth areas within Homecare at Linde Healthcare. That is, beyond the traditional business area of purely delivering oxygen to patients. You have a supportive and very experienced manager who will look forward to welcoming you to the team. Along with this person, you will be welcomed by a team of experienced and dedicated people who are enthusiastic about the next phase of growth at Linde Healthcare.

What you need to do now

In this recruitment Linde Healthcare is working with Hays Life Sciences. If you're interested in this role, then please [click here](#) and make sure you send your cover letter and CV on the same document. For inquiries regarding the position or process please contact the responsible recruitment consultant Claire Wharton – claire.wharton@hays.com. Selection of candidates will be carried out continuously, so be sure to send in your application as soon as possible. Last day for application: 11th December.