



THERAPY SPECIALIST **GOTHENBURG**

Due to a recent internal transfer, a great opportunity exists to join the homecare business unit of Linde Healthcare in the position – therapy specialist.

The position

As key member of the Homecare team, you have customers and sales responsibility for the Halland and Västra Götaland counties. The role will work with AGAs entire offering of medical gases, equipment and related services used in Homecare. You will meet with physicians, clinicians, oxygen nurses and medical technicians within respiratory, neurology and to some extent paediatrics. Today there is a strong relationship established with their customers so you will be starting in a successful and leading business unit at Linde Healthcare. Primarily you will work with COPD, cluster headache and other respiratory diseases leading to hypoxia. Beyond the traditional pharma/medtech sales you will have an opportunity build networks with key stakeholders in the county councils. Additionally, a small part of your responsibility will involve delivering training to healthcare professionals and patients. You will be given the responsibility to take ownership and drive sales in your area based on clear objectives and procedures.

Your background

To be successful in the position you may come from one of two backgrounds, critical in both though will be your clinical patient understanding. That is you must have an understanding, interest and willingness to understand the patients everyday life and how you as a Linde Healthcare representative can help the doctors and nurses deliver better help to patients. The ideal background for the position will be someone who has worked as a respiratory nurse , intensive care nurse or in ambulance care. If you had sales experience this would be preferable. If you do not have the sales background you must be able to demonstrate at interview both an interest and potential to develop your skills in this area. If you have more of a pure medtech/pharma sales background your experience should be either from working with CPAP machines, ventilators or with sales of disposables/other equipment in ambulances. As a person you are careful and structured, and able to demonstrate strong communication skills and your ability to create positive results from the relationships you create. Naturally covering this area means that travel is required, but it is up to you to plan this as you wish. You should be based in the region outlined above, preferably in close proximity to Göteborg.

What does it mean for you and your career?

Joining AGA/Linde Healthcare will give you an opportunity to be an account manager for a sophisticated and leading product portfolio, one that is highly regarded. You are joining a very stable company with a fascinating history and a bright future. There have been a number of organizational changes over the last year which in turn mean an even better working environment than before. Your colleagues are supportive and credible members of the company who will help you in any way they can to ensure you reach your full potential. A position with AGA/Linde Healthcare paves the path to a brilliant career be it here in Sweden or abroad. So, if you have the experience we are seeking please contact Hays today.

Please note that a drivers license is required for the position.

AGA manufactures and markets industrial gases and speciality gases for various purposes. In collaboration with customers, AGA develops total solutions including gases, knowledge of processes, gas equipment and service. With advanced gas technology, AGA makes it possible for customers to increase profitability, safety and quality while protecting the environment. AGA manufactures and supplies medical gases, facilities, services and medical care under the name Linde Healthcare. AGA in Sweden is part of The Linde Group Regional Business Unit Northern Europe, where even the other Nordic countries and the Baltic States are included. The Linde Group is a world-leading gas and engineering company with around 65,500 employees in around 100 countries. Read more on www.aga.se.

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.