

Laerdal Medical, one of the world's leading providers of Healthcare Solutions, is dedicated to helping save lives. Laerdal serves healthcare providers and educators with products and services for Basic Life Support, Advanced Life Support, Simulation, Airway Management, Immobilization, Patient Care, Self-directed Learning and Medical Education.

By 2020, we have a goal of helping save 500,000 more lives. Every year.



## Sales Representative, South and West Finland

We are searching for an experienced and impact-driven person to be a Sales Representative in the South and West Finland. You will be joining a diverse team driven by helping save lives. The position is field-based and reports to the Sales Manager.

### What you will do

As a Sales Representative, you will;

- Develop and manage the region, and be responsible for the customer satisfaction in your area
- Achieve the regional budget, by visiting potential and existing customers, performing product presentations, organize user networks and other relevant sales activities
- Use a consultative sales approach to understand customer needs, and based on these needs design, propose and help implement sustainable solutions that have a high helping save lives and return on investment impact – both for the customer and Laerdal
- Work closely with the rest of the Finnish and Nordic team
- Timely and accurately submit all required administrative reports

### About you

- You are a highly motivated and collaborative team player with excellent communication skills (Finnish and English)
- You have at least 3 years of healthcare education and you have clinical experience. A strong educational background and experience with simulation based training programs is a plus.
- You have excellent sales and customer service skills
- You have the ability to network, engage and build long-lasting relationships with people at any level of an organization (educational institutions, EMS services, emergency, maternity, risk managers, procurement departments, etc.)
- You are flexible to travel in the region up to 75 % of the time
- You have a good technical understanding and excellent IT skills

*If you have questions about the position, please contact Maarit Ojanen at [Maarit.ojanen@laerdal.no](mailto:Maarit.ojanen@laerdal.no).*

Send applications with CV to [HR@laerdal.no](mailto:HR@laerdal.no) by **September 15th**  
Please type "Sales Finland" in the subject line along with your name.

