

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.



Territory Representative, Eastern Denmark

We are searching for an experienced and impact-driven person to be a Territory Representative in the Eastern part of Denmark. You will be joining a diverse team driven by helping save lives. The position is field-based and reports to the Nordic Regional Manager.

The Danish sales, marketing and service team has 5 team members. The team has offices together with Laerdal's product development group in Copenhagen.

What you will do

As a Territory Manager, 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 Danish and Nordic team and be supported by inside sales and the customer service team
- Timely and accurately submit all required administrative reports

About you

- You are a highly motivated and collaborative team player with excellent communication skills (Danish 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 live conveniently relative to the region, and are flexible to travel in the region up to 75 % of the time.
- You have a good technical understanding and excellent IT skills

With the right candidate, who has proven leadership skills and experience with profit-responsibility, the positions can be changed to a Sales Manager for the Danish team (i.e. Territory Manager + Sales Manager). This would mean staff responsibility for the Danish team, and responsibility for the Danish results, growth and development. If you are interested in a Sales Manager position, please qualify why in your application.

If you have questions about the position, please contact Ingrid Lærdal at ingrid.laerdal@laerdal.no or by phone +47 95 14 51 68.

Send applications with CV to HR@laerdal.no by **August 15th 2015**

Please type "Sales Denmark" along with your name in the subject line.

