

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.



Inside Sales Specialist, Denmark

We are searching for an impact-driven and highly motivated person to be an Inside Sales Specialist in Laerdal Denmark. You will be joining a diverse team driven by helping save lives. The position is mainly office based and reports to the Danish Sales Manager.

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

What you will do

As an Inside Sales Specialist, you will;

- Support our sales and service team, to generate leads and sales activities for the field team
- Plan and support conferences and other marketing events (network meetings, workshops, etc)
- Support and drive tender processes
- Proactively analyze and target whitespace, develop and conduct market activities and campaigns to target these
- Maintain the Danish Laerdal website and the Customer Relationship Management System
- Work closely with the rest of the Danish sales and 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 very good inside sales skills (all the way from planning to conducting campaigns and inside sales activities)
- Healthcare education, clinical experience and or experience with simulation based training programs is a plus.
- You have excellent sales and customer service skills and are a strong and clear communicator
- You have a good technical understanding and excellent IT skills. Experience with Customer Relationship Management systems is a plus.

If you have questions about the position, please contact Michael Kammer Jensen at Michael.kammerjensen@laerdal.com.

Send applications with CV to HR@laerdal.no by **August 22**. Please type "Sales Denmark" along with your name in the subject line.

www.laerdal.com



Laerdal
helping save lives