

REGIONAL SALES MANAGER

FOR CALPRO AS



ABOUT THE JOB

Do you want to be part of moving science forward by enabling personalized medicine to the market? Calpro AS, a Svar Life Science company, has recently developed the CalproSmart eHealth technology, a technology that will enable patients to monitor their own treatment and help treating physician initiate treatment at the right time.

The primary responsibilities of this role are to develop and execute on sales strategies, commercial planning and to build customer relations in the region of Denmark. You will work most of the time on the road maintaining and expanding the customer base, this role offers a flexible mix of working from home, from the Svar office in Malmö, Sweden and traveling to the Calpro site in Norway. Together with our Norway based sales team you will help us expand our business in Denmark and build our brand in this territory.

Responsibilities include, but are not limited to:

- Relate with KoL in the Danish gastroenterology field
- Attend local and international congresses, seminars and network meetings within the field of gastroenterology & medical laboratory
- Participate in clinical trials projects collaborating with our partners
- Participate and initiate new pilot studies together with local KoL and hospital leads
- Work closely with business development team to set commercialization strategies for the region for new products/services

Location:	Home based office and Svar office in Malmö
Coverage Area:	Mainly responsible for the territory of Denmark, other territories to be added when applicable.
Reports to:	Calpro AS, CEO Anne Thjømøe and Sales and Marketing Manager Ingvild Haukø.
Last day of application:	2019-06-30. Please send your application to jobs@svarlifescience.com , apply as soon as possible as we are working continuously with the applications.

ABOUT YOU

To be successful in this role, you should have a university degree in science related subjects (such as biotechnology, biology, chemistry or similar) and previous experience, at least 5+ years', from complex sales of health care related products, IVD products, immunoassays, medtech equipment etc. Experience from selling to customers at all levels in the health care system is an advantage and you need to have experience using CRM systems, creating pipeline reports and forecasting and are comfortable using Microsoft Office tools.

The job requires the ability to work independently, develop routines to create revenue growth, customer satisfaction and sales efficiency while taking accountability for reaching your targets. You must be able to travel 50% of the time to visit customers in the Danish region and find it exciting to work in a smaller entrepreneurial company with short decision-making processes, where you can play an important role in the company's success.

The successful applicant is independent, self-motivated and reliable with excellent communication, presentation and intercultural skills. You have a driven personality and a flexible mind set. If you possess the skill and capacity to translate technical and scientific information to selling points and have experience from working in an international environment with cross functional teams we're excited to talk with you.

Have any questions?

Please contact Ingvild Haukø or Anne Thjømøe on Phone: +4740004279

ABOUT US

Svar Life Science is a Swedish life science company that invents, develops and applies the best analytical technologies for drug development and clinical research, and establishes practical platforms for routine diagnosis. You can be sure of our answers: we've been working right across the clinical diagnostic value chain for over 30 years.

Our subsidiary, Calpro AS is a Norwegian biotech success within Inflammatory bowel diseases (IBD). We are a scientific, research-based biotechnology company that has developed unique diagnostic tools that are marketed internationally. Our products are of great benefit to physicians, patients and the community. Our customers are medical laboratories, gastro departments and pharma companies.