

Area Sales Manager

Do you want to join MEQU on a global growth journey with groundbreaking HealthCare products that can actually save human lives?

Danish company with award winning products

MEQU has developed and patented a blood warmer for emergency transfusions. It's a portable fluid warmer which warms up blood from cold to body temperature within seconds and it's called the °M Warmer System. MEQU's products are typically used in very critical situations for example in connection with accidents where the wounded has a critical need for blood. Trauma patients with substantial bleeding are at risk of entering into deadly trauma if the body core temperature drops as the bloods loses its ability to coagulate. Without coagulation, it is much more difficult to stop the bleeding and save the life of the patient.

MEQU already has customers in several countries but want to accelerate this significantly over the coming years which is why they are looking for a talented Area Sales manager to cover parts of Europe, US and Australia.

Strong salesperson with a global drive

MEQU sells its products both directly to key accounts (for example emergency services) as well as via distributors depending on if it is to Military or to Civil Hospitals It is therefore your task to analyse and with the sales director select the right GoToMarket strategy for each market. There will be a focus on both existing markets but even more on expanding the markets MEQU operates in. It is therefore a requirement that you focus on the quality of your efforts with key accounts and distributors and then on quantity for the revenue. We expect that you will spend a significant time out with the key accounts and distributors in order to reach your targets and ensure growth in the years to come.

We expect you to:

- Create a GoToMarket analyze for each market in order to select the right approach which can be a mix of both direct as well as indirect.
- Ensure that the ambitious targets are meet for both distributors as well as key accounts.
- Responsible for sales in your countries including distributor KPI's, market analyses, action plans etc.
- Participate in relevant conferences and exhibitions.
- Ensure that the key accounts are capable of using the products and distributors are capable of demonstrating the products – this will be a joint effort with the MEQU team.
- Ensure that all relevant market and competitor information are shared with your colleagues.
- Use the CRM system and report to you direct manager on a regular basis.

Expert on global sales

You thrive being with the customers and sales partners, which means that you can deal with people on all levels in an organization. Furthermore, you are used to international travels in order to reach the results of the company. You are at the same time very skilled in creating systems and using them to optimize your time and efforts which means that you have full control of the expected year end result, your pipeline and action plans to reach your targets. You are excellent at building long lasting relationships, considered extrovert and enjoys have a great sales responsibility.

We expect you to have e very solid track-record with sales through international partners from the MedTech industry selling products to the HealthCare sector. It is furthermore a must that you thrive with building up the business and being part of an innovative company that is on its way to something bigger.

Would you like to know more?

The recruitment process is carried out by Compass Human Resources Group A/S. If you want to know more about the position, please contact Research consultant Tina Gissel or Consultant Christian Winther on telephone +45 70 20 12 75. Please submit your application and CV in English through www.compasshr.com, preferably as Word files, as soon as possible. Please note that we will reply to the email address from which you send your CV.

Deadline for application: As soon as possible

Workplace: Copenhagen office