

Global Sales Director

Do you want to lead MEQU's global sales growth 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 Global Sales Director to lead the growth for revenue and at the same time build the sales team.

Strong sales leadership

MEQU is on the edge of creating great success and to support this journey founder Ulrik Krogh Andersen has established a board of directors with people already having great success in the MedTech industry. You will therefore have great support and sparring to make the right decisions on the way forward. Your task will of course be to significantly increase the revenue on a global scale and at the same time build the commercial team. As the products are sold both via direct and indirect sales channels, depending on if it is military or civil hospitals, one of the major tasks is to make the right analysis of the market approach and then accelerate the execution to ensure targets are met, both short as well as long-term.

We expect you to:

- Full budget responsibility and set out ambitious targets including focus on sales cycles, sales targets etc
- Be hands on and part of the executing sales team which means that you will have your own countries and key accounts.
- Create global market analyze, GoToMarket approach and action plans which should be in line with MEQU's strategy plan.
- Lead a small sales team that will increase in numbers as the revenues increases and targets are met.
- Be a sparring partner for marketing plans, material, ways of communication etc.
- Ensure that the ambitious targets are met for both distributors as well as key accounts on a global scale.
- Get your energy from creating a significant growth in a market that demands lifesaving products like MEQU's.

Expert on leading global sales.

You thrive being with the customers and sales partners, which means that you are very hands on and gets your energy by winning business and at the same time lead a small team to something bigger. Furthermore, you are used to international travels in order to reach the results of the company. We expect you to have the leadership skills needed to lead a small team but at the same time accelerate revenue which will enable more sales team members. You are excellent at building long lasting relations ships, considered extrovert and enjoys having the full global sales responsibility.

You have e very solid track-record with sales and leadership from the MedTech industry selling products to the HealthCare sector. It is furthermore a must that you thrive with building up the business and the team and being part of an innovative company that is on its way to great global success

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