

Job Description



Product Specialist/Account Manager West

Sweden



Eriksbergsgatan 10, 114 30 Stockholm, Sweden
Affiliates: Lund & Uppsala
Tel +46-8-545 00 100
www.peaksearch.se

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Company description

The Berner Group

Berner Ltd. is a well-known Finnish group that was founded in 1883 by Norwegian Sören Berner. The company focuses on marketing, manufacturing, and importing high-quality goods. The growth of the business is based on long-term partnerships, own product development and acquisitions. The Berner family is an active and responsible owner.

The group operation is divided into business units for Consumer Goods, Gullviks/Farmer's Berner, Agency, Berner Pro and Medical and Machines.

Key data: Turnover 316,5 Meuro, staff employed in the group amounts to some +500 people, the equity ratio 74,5%, return on invested capital 12,9% and the operating profit amounts to 15,8 Meuro.

The core values of the group "work, integrity and humanity" are presented as below:

Work

The company's foundation is its employee's contribution to the company. All work at Berner is valuable, meaningful and productive. Our operations are founded on a spirit of entrepreneurship, with each person having influence and control over their work.

Integrity

All operations are based on honesty towards our customers, other partners and personnel. At Berner, integrity means acting in a dependable, fair, equitable, predictable and open manner.

Humanity

Berner succeeds when its employees succeed. Everyone is equal, regardless of their status. Berner cares for its employees and believes in their potential and capacity to develop.

Please familiarize yourself further with the company by visiting the website below.

<https://www.berner.fi/en/home/>

Berner is operating in the Swedish market under the legal name Bröderna Berner AB. The office is located in Malmö. The company is focusing on three areas in the Swedish market. These are Gullviks, Medical and Agency.

<https://www.berner.fi/en/company/subsidiaries/>

Berner Pro Finland

Berner Pro (Finland) operates in the laboratory, public and private health care, animal welfare, professional cleaning and kitchen hygiene sectors. The customers are environmental and health care laboratories, university and central hospitals, animal welfare providers and the cleaning sector.



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The headquarters (group) is located in Herttoniemi (Helsinki) Finland, and they also operate in Malmö Sweden and Tallinn & Tartu Estonia. Bioside, MD and chemical products are manufactured in Heinävesi plants. The group has 70 sales and marketing professionals serving customers. They work closely with their logistic and maintenance partners as well as colleagues in R&D and production.

The most popular in-house brands include HETI, Dilutus, Desinfektol, LV, Servant, BeaPro and Provisor. Import brands include Ansell, Hill's, KLS Martin, Omron, Scanlan, Teleflex Medical, Wetrok, PAC, Lauda, Shimadzu, FOSS and Beckman Coulter.

Bröderna Berner

A majority of the Bröderna Berner business in Sweden is represented by Gullviks, a division focusing on an extensive product range from plant protection to seeds and fertilizers. Gullviks have developed plant protection on Swedish farms since the beginning of the 1920's. The company's strengths lie in the ability to quickly identify the problems and challenges of plant protection and our extensive expertise in solving them. The cornerstones of the business also include testing and consulting.

Gullviks has a strong and stable market share in plant protection representing all major global chemical companies. The sales force covers central and southern Sweden. The number of staff amounts to 35 people.

The medical business has been operating for quite some years in Sweden. The company has now decided to actively work for a strong growth in Sweden.

The Agency business has only just started from "green field" in Sweden but has potential to grow over the coming years in Sweden also.

Key data: Turnover 700 Msek, staff employed 50, the equity ratio 78,8%, equity 310 Msek and the EBT amounts to 85 Msek.

Berner Medical Sweden

The company's strong knowledge of hospital hygiene, surgical and examination gloves and surgical products is our key strength within Swedish healthcare. The largest product group is Ansell surgical gloves.

<http://medical.ansell.eu/products/medical-gloves>

<http://www.ansell.eu/>

The headquarters is located in Malmö, but the sales team of three Product specialists/Account Managers covers the whole country. Warehouses are located in Malmö and Linköping. The main customers are public and private healthcare, wholesalers and veterinary clinics.



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The position Product Specialist/Account Manager West

Berner Medical is looking for a Product Specialists/Account Manager for healthcare products (hospital hygiene, surgical and examination gloves and surgical products), to western Sweden. Your biggest product group is Ansell surgical and examination gloves, one of the leading glove brands in the world.

This is a unique opportunity to work with well-known high-quality products and contribute to the further development of Berner Medical's business in Sweden together with the team.

Reporting to the Sales Director Berner Medical, the Product Specialist/Account Manager will be responsible for the sales- and commercial activities with a focus on western Sweden. This includes regional analysis, regional planning and the roll out of regional launch activities.

The Product Specialist/Account Manager's key accountability is for sales for their region through development and execution of sales strategy and leading the effectiveness and implementation of a regional plan. The role will work in a close partnership of a cross-functional Swedish team currently consisting of two Product Specialists/Account Managers (East Sweden and South Sweden) colleagues, Warehouse, Logistics, Marketing, Customer Service and the Sales Director.

The Product Specialist/Account Manager position is home based with travelling in the region. The role requires fluency in Swedish and good English. The position requires a valid and clean driver's license.

Key responsibilities

- Pro-actively contacting Berner Medical's customers in public and private healthcare in your region.
- Implementation of goal/action plan. Responsible for the achievement of pre-planned and approved objectives, as well as the required and pre-approved measures to achieve the goals.
- Plan and book meetings with customers.
- Meetings with decision-makers and end-users to market our products.
- Support your customers to find the best possible solutions for their needs and act as a specialist in your product area.
- Customer trainings and other tasks requiring expertise.
- Offering and pricing the products, including public tender processes.
- Close collaboration with business partners/our suppliers to reach sales targets and to develop the market in your region.
- Reporting customer activities to CRM (LIME) and forecasting sales.
- Updating customer plans actively and sharing them with the team.
- Communicating the development needs of customers and competitors to the organization.
- Daily collaboration with colleagues in sales and administration.
- Participate in exhibitions in Sweden.
- Continuous development of own knowledge.



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Role opportunities

- To work with high quality products with a focus on one of the leading brands Ansell surgical and examination gloves.
- Opportunity to build your own business in your region.
- Very good conditions, i.e. good relations to the customers established already and good brands to work with.
- Being a key player and contribute to the further development of Berner Medical's business in Sweden.
- As Account Manager, be a regional leader with a broad responsibility for the sales- and commercial strategies and activities in the region
- A very good and solid organization with good benefits.
- Be part of an exciting journey to grow the business in Sweden with great opportunities for personal development.
- Lots of support and resources in the company.
- Work in a close cross-functional collaboration with a professional team with a solid team spirit working on a common objective.
- Family owned company, all the decisions are made close to you. This mean short decision lines and a unique opportunity to influence.
- There is a continuous development of the company.

Required experience, skills and profile

We are looking for a candidate with a strong drive who will be a committed ambassador for Berner Medical.

The successful Product Specialist/Account Manager candidate will be experienced in successful sales- and customer operations in healthcare or experience from B2B in another industry.

The person will be self-motivated and work independently to deliver in all activities.

Also, the right candidate will be very customer focused, have excellent communication skills and be motivated by building relations to customers.

The successful candidate for the position will be a recognized sales profile with a proven track-record of effective cross-functional collaboration.

Education qualifications:

- Degree in Nursing, Healthcare, Economics or similar.

Certifications:

- Clean and valid Driver's license.



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Work Experience

- Solid experience and a solid track record from a sales position within healthcare or B2B in another industry.
- Understanding of healthcare practices and public tender legislation is an advantage.

Languages

- Fluent written and spoken Swedish and English.

Systems

- Experienced user of MS Office

Personal Attributes

- Driven, pro-active and capability to work independently.
- Excellent social skills, good at building relations with different stakeholders.
- Strong customer focus, delivering results and meeting customer expectations.
- Excellent communicator and ability to influence others.
- Entrepreneurial spirit and good judgment in managing the business.
- Team player
- Good planning skills

Location

- In the region, Västra Götaland and Halland.

Contact

For further information about the Product Specialist/Account Manager West position please contact Jenny Ringh or Magnus Klingberg, Recruitment consultants at PeakSearch. Apply for the position at www.peaksearch.se.

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