



Key Account Manager, Denmark & Sweden

THE COMPANY

Acarix is a Danish/Swedish commercial stage medical device company specializing in non-invasive, acoustic rule-out of Coronary Artery Disease (CAD). Acarix was established in 2009 as a spin-out company from Coloplast A/S. Since December 2016 the company has been listed on Nasdaq First North Premier in Stockholm. Acarix is a highly innovative and growing organization now establishing an international commercial team.

THE PRODUCT

The Acarix CADScor® System is a CE-marked, non-invasive medical device providing radiation-free, acoustic rule-out of Coronary Artery Disease within minutes.

ROLE DESCRIPTION

The Key Account Manager role is a new position within Acarix and with a direct report to the CEO, you will be pivotal to our product launch and commercial success as the central contact point for cardiologists, specialists, and other key stakeholders in your defined territory, Denmark & Sweden.

Responsibility

- Develop and implement the local operational commercial plan in alignment with the defined strategy.
- Identify customers and understand their expectations and requirements
- Establish and leverage credible relationships with professional end-users and key influencers/opinion leaders
- Plan and execute device training for customers in the defined territory
- Understand individual customer needs and key drivers and utilize this information to customize sales approach
- Organize and participate in regional meetings and congresses, expert boards, and educational events
- Provide local market business intelligence back to head office and leverage all Acarix resources to assist in building strong customer relationships
- Active usage of Acarix CRM system
- Participate in cross-functional activities and projects for coordination of sales efforts and leverage learnings across markets within Acarix

THE CANDIDATE

We expect you to have minimum a Bachelor level degree within marketing or life science – or a successful record of accomplishment from working in a similar role

Professional background

- 5+ years of experience working in a similar commercial role in an international medical device/life science company
- Profound understanding of the medical device industry

- Strong communication skills as well as strategic, logical, and creative thinking skills
- Experience from commercialization of medical devices and revenue generation
- Strong presentation capabilities
- Proven track record of building, maintaining, and utilizing your networks to develop business and profits

Personal characteristics

- Proactive, energetic, and self-managing
- Result oriented and likes challenges
- Ability to build relations and cooperate across internal organization and externally
- Hands on approach
- Language skills: Excellent English skills, Native Danish or Swedish language

Work place: Primarily field based - plus office in Lyngby or Malmø

APPLICATION: Stanton Chase, Copenhagen, is handling the recruitment process for Acarix.

Please send your application plus CV to Stanton Chase, Copenhagen:

research.copenhagen@stantonchase.com marked "KAM – ACARIX"

For further details, you may contact: Partner, Birgitte Olrik, on cell phone: +45 51501303