

Radiotherapy Business Manager YourRad AB

Join our team, make a difference, and have fun!

YourRad AB is looking for a business manager to promote, sell and develop our portfolio of products to radiotherapy clinics in the Nordics.

As business manager at YourRad AB your main responsibility is to generate long term sales and profitability and to achieve this, you are in contact with medical physicists, oncologist, nurses, engineers, and budget holders at radiotherapy clinics in the Nordic countries.

Based on the situation and needs at each clinic, you will identify and realize short- and long-term sales and business opportunities and work together with our suppliers to offer solutions which help the clinic achieve better cancer care. You will be responsible for introducing new innovative treatment technologies in the Nordic countries, in collaboration with our key suppliers

You invest 70% of your time on customer interactions, collaborative projects and 30% on interactions with our suppliers. You will generate results via working with a mix of face to face interactions at the clinics and digital communication to move the sales process forward at each clinic. You will travel to customers across the Nordic countries and spend 1-2 days/week in our office at Kungsbacka.

We are looking for you who have experience from working with radiotherapy or sales of complex medical devices and wants to help improve patient outcomes through innovative products and services.

Important success factors for the job are:

- You can understand customers' needs and connect them with existing and new offerings from our suppliers. You have a proven ability to collaborate with stakeholders from different organizations.
- You are communicative, responsive, and service-oriented.
- You have a proven record of successful independent and goal-oriented work where your initiatives have led to major impact on results/outcomes.
- You have a positive attitude and easy to learn. Handling a business and administrative system is natural to handle during the working day.
- You enjoy working in a small company where you will have a broad field of responsibility, a high level of freedom for business initiatives and that your contribution will impact on the company results.

You should be professional in both Swedish and English and have driving license. The position is full-time with monthly salary, an incentive system and pension & insurances according to agreement.

For questions, contact CEO Magnus Forss, magnus@yourrad.se 070-609 88 91

YourRad AB is fast growing company working with products, services, and innovation for radiotherapy in the Nordics. YourRad represent companies like IBA-Dosimetry, MVision, SpaceOAR, LAP-Laser, Accuray XSTRAHL, CIVCO and VERTUAL. YourRad has its office in Kungsbacka and have three employees.

The leadership in YourRad has 30 years of experience from leading positions in companies as AstraZeneca, Pfizer, Eli Lilly and Wellspect Healthcare.