

## Account Manager

### Description of position:

Your responsibility is to lead Aidian's profitable business in your named sales district and seek actively new opportunities and accounts for our business. The job description is diverse and you can become part of the interesting operating environment of our customer interface. You are involved in acquiring new customers and are responsible for contacting potential and current customers in your area. You are able to create and build new customer relationships and you have an interest in sales, solution-oriented work. You will be part of the domestic sales team and report directly to Head of Region Finland and Baltics.

### Your responsibilities:

- to take care of Aidian business and sales in your named sales district, but you will also help your colleagues in their business areas
- to sell Aidian solutions b-to-b customers
- to create and implement activity plans with goals for your territories and to make sure that the planned activities are executed effectively in time
- to forecast your sales, costs and resources as well as to analyze sales results in your named area
- to execute sales related activities related to specific tenders, campaigns, and customers
- to hunt new customers
- to take care of complaints handling and follow-up
- to help our customers to succeed
- to develop positive corporate image and maintain both quality and customer satisfaction
- to cooperate with marketing in order to find the best marketing materials and channels to reach our targets

We are flexible with your location but prefer Southern Finland.

### Ideally, you have

- educational background from natural sciences and at least 2 years of work experience in sales (diagnostics/medical device)
- business oriented mindset, excellent negotiation and co-operation skills, enthusiastic and positive personality
- good project management skills
- people and customer centric personality with service and goal oriented mind-set
- an ability to travel, mostly in Finland
- fluent English skills

### We offer:

We offer you an interesting job in Aidian's successful sales team, and product portfolio, where you can challenge yourself and learn something new in the area of sales and diagnostics. You have a chance to influence our daily business and the way of working. Our work community is easy to get to and the team spirit is good. We offer you a competitive salary and benefits package as well as the support of a committed and knowledgeable work community.

**You will get more information** by calling to Kristian Lehtosalo, Head of Region Finland and Baltics, tel. +358 50 581 7422.

**Got interested?** Please send your application and CV to [recruitment@aidian.eu](mailto:recruitment@aidian.eu), **latest on 9 May 2021**. The position will be filled as soon as we find a suitable person and the work will start as agreed.



**Aidian Oy** (previously Orion Diagnostica) is a leading Finnish based IVD company with almost 50 years of experience in developing, manufacturing and marketing reliable, fast and easy-to-use diagnostic tests especially for primary care and laboratory diagnostics

We offer our customers and partners the best solutions and service with a customer-focused mindset, high-quality products and agile operations. With a strong can-do attitude, we aim to provide flexible solutions to our customers' specific needs.

In addition to our Head Quarters in Espoo Finland, we have local offices in 11 different countries: Sweden, Norway, Denmark, Germany, Czech Republic, Slovakia, Hungary, Poland, Netherlands, Belgium and China. We are fully compliant with the ISO 13485 Quality Standard as well as FDA requirements. For more info, see [www.aidian.eu](http://www.aidian.eu)