

Product Manager - Urology

On behalf of Ambu, European Search Company is searching for a dedicated Product Manager to take charge of the products within the urology segment.

The Product Manager role is a marketing role with the primary purpose of developing and executing the go-to-market strategy to ensure the objectives of the urology Business Unit are met.

Are you a passionate commercial person, well versed in translating strategic commercial targets into operational market plans? Do you have a natural curiosity and understand the drivers of the Spanish market? Do you want to make a difference and work with products that save lives and improve patient care?

If so, you may be the new Urology Product Manager for Ambu in Spain. This is a newly established role, as part of Ambu's ambitions and rapid growth. You will work with KOL's, Clients and Sales and Marketing in general, with direct report to the Marketing Director.

With your expertise you will:

- Manage and oversee the urology product portfolios to help achieve the objectives of the business unit and Ambu in general
- Identify, analyze and trend macro and micro environmental factors that affect the business unit and Ambu and come up with solid recommendations
- Gather, organize and effectively utilize market intelligence, staying close to the customer in order to develop and maintain an intimate knowledge of customers and their motivations
- Develop and execute marketing programs which achieve stated objectives regarding revenue, profitability and market share.
- Establish and coordinate a successful KOL network
- Liaise and consult closely with relevant HQ teams in order to identify clinical advantages, clinical challenges and potential growth areas for the Spanish market
- Identify, coordinate and support local case studies in order to help drive Spanish relevant content for marketing purposes and determine which clinical activities will generate the best ROI.
- Work on a territory level and on a national level, assist Field Sales Force in providing value, driving education, training and presentations to customers on current products within the portfolio
- Identify clinical knowledge deficits within our own teams and assist with developing relevant skills.
- Manage marketing programs to support sales via our channel partners
- Manage the performance of marketing campaigns and make recommendations on effectiveness in order to maximize revenue and market opportunities.
- Create, plan and execute the promotional calendar and activities
- Develop and coordinate communication to the Field Sales Force on the implementation of Marketing strategies and tactics in order to achieve company objectives, as well as selling ideas and strategies, product positioning and knowledge, competitor information, pricing and promotional programs.
- Assist the Field Sales Force in implementing all aspects of the promotional plan in order to achieve Business Unit goals and customer expectations.
- Help establish and maintain consistent corporate image throughout product lines,

Job Title:
Product Manager -
Urology

Application Deadline:
As soon as possible

Company:
Ambu A/S

City:
Madrid

Country:
Spain

Contact person:
Søren Rosenkrantz
Larsen

Phone number:
+45 2893 7977

promotional materials, and events.

- Represent Spain at international events/meetings.

You will be given at a lot of individual responsibility at a company with strong values and a huge potential.

As this is a position which includes travelling you can be based anywhere in Spain while your official office will be at the regional HQ in Madrid.

Your Background

To succeed in this position, you are passionate about building up a market position. Ambu has revolutionary single-use products which has a huge business potential and we need the right person to release it.

It is a requirement that you have business experience in the Urology– or similar segment - in Spain. Preferably you have also experience within medical devices/tech. It's important that you have a strategic vision and you have an analytical and creative spirit. We expect that you master the medico-marketing and know your way with market access tools.

As a person you're ambitious and driven. You bring a can-do-spirit and you are organized, rigorous, and have an excellent interpersonal skills. You like to succeed as a team and find energy in building a strong market position.

You bring as minimum a relevant bachelor degree and you're fluent in English as well as Spanish and have strong skills in Office especially Excel.

Ambu – a visionary and international workplace

Ambu is a company with ambitious growth targets. They meet these targets through interdisciplinary teamwork between motivated and competent employees in an informal working environment. The rapid growth means that there is a natural focus on the ongoing development of your professional and personal competences contributing to Ambu's continued success.

Ambu offers a wide range of professional, social, and financial employee benefits, which, in addition to the exciting job challenges, contribute to your job satisfaction.

Interested?

In this recruitment process, Ambu is assisted by European Search Company. For additional information about the position, please contact Søren Rosenkrantz Larsen on +45 2893 7977.

If you are ready to apply for the position, then please apply as soon as possible by using the link below. Note, that we will take candidates into the recruitment process continuously so no need to hesitate.

About Ambu

Since 1937, breakthrough ideas have fuelled our work on bringing efficient healthcare solutions to life. This is what we create within our fields of excellence – Anaesthesia, Patient Monitoring & Diagnostics, and Emergency Care. Millions of patients and healthcare professionals worldwide depend on the functionality and performance of our products. We are dedicated to improve patient safety and determined to advance single-use devices. The manifestations of our efforts range from early inventions like the Ambu Bag™ resuscitator and the legendary BlueSensor™ electrodes to our newest landmark solutions like the Ambu aScope™ – the world's first single-use flexible endoscope. Our commitment to bringing new ideas and superior service to our customers has made Ambu one of the most recognized medical companies in the world. Headquartered near Copenhagen in Denmark, Ambu employs approximately 3,500 people in Europe, North America and the Asia Pacific. For more information, please visit www.ambu.com