

# Nordic Tender Manager

**We are looking for a Tender Specialist to strengthen our Nordic team. A full-time position placed at one of our offices, either in Oslo, Helsinki, Copenhagen, Stockholm, or Aarhus.**

## The Position

The Tender Specialist will be responsible for the tender business across the Nordic countries. The product portfolio will include high-quality and exclusive key labware, reagents and instruments. The job is office-based.

## Principal Accountabilities

- Responsible for tender processes and negotiation of contracts with key accounts and purchase departments. Maintain and develop existing business and tender structure.
- Collaborate with suppliers according to AH diagnostics' values and business strategy
- Implementing customer agreements and managing customer catalogues.
- Working with key internal and external stakeholders.
- Actively seeking for tenders for new business opportunities
- Establish connections and customer relationships with the strategic procurement departments.
- Work together with the Nordic team to develop Tender strategies for the defined products.

## Background and Competences:

- MSc (Master of Science), BSc (Bachelor of Science), Medical Laboratory Technologist or equivalent qualification in a scientific subject and significant experience in a similar role.
- Experience in working with tenders and framework agreements.
- Strong business understanding and analytical skills.
- Fluent in local language and negotiation level in English - both in written and spoken language.
- Good understanding of IT tools including Excel, Word.
- Have experience in using Merccell
- Demonstrated ability to work alone and as a part of a team.

## We Offer

We offer you an exciting and challenging position in a growing Nordic company. A position with continuous personal development and strong empowerment. We have a constant focus on being able to offer innovative and unique products within Life Science and diagnostics. A business environment where customers are at the center and where we combine humor with business. We offer a good salary package including, bonus, pension etc.

## Contact

For more information, please write to

[hr@ahdiagnostics.com](mailto:hr@ahdiagnostics.com)

Please send your CV and cover letter to

[hr@ahdiagnostics.com](mailto:hr@ahdiagnostics.com)

## About AH diagnostics

We provide reagents, instruments, and bio appliance for molecular biological and immunological research and diagnostics.

Professional sparring and guidance are the core of our work due to our high technology products which are long term investments. With products from more than +40 suppliers, we cover the complete workflow of our customers who work within health care, pharma, biotech, and universities.

We have almost 40 years of experience serving the Nordic Region, and our 50 employees work from offices in Copenhagen, Aarhus, Oslo, Stockholm, and Helsinki. Our headquarter is based in Aarhus.