

Senior Consultant – Driving Commercial Growth in Healthcare Media

Logo:
[logo 525x120.png](#)

Frist:

Kontaktperson:
Peter Bøgkjær

Geografisk placering:
Hovedstadsområdet

Career Growth Across the Nordics

Take your sales career to the next level with BestPractice Nordic, now part of Add Health Media.

You'll gain access to new markets, colleagues, and opportunities across all Nordic countries – while shaping the future of healthcare communication.

Shape the Future of Healthcare Communication

In this role, you will actively optimize clients' investments in advertising and sponsorships, focusing on pharmaceutical and healthcare customers across Denmark, Sweden, Norway, and Finland. You will drive sales activities, from prospecting to closing deals and reporting, while collaborating closely with colleagues across sales, content, and operations.

Main Responsibilities

- Drive sales of digital campaigns and events, ensuring achievement of sales targets
- Develop and manage relationships with new and existing customers in the Nordic healthcare sector
- Conduct customer meetings (online and on-site), prepare proposals and negotiate agreements
- Provide excellent service and reporting to clients, supporting long-term partnerships
- Keep CRM system updated and contribute to a cycle of sales – service – reporting – sales

The Right Profile – Proactive and Relationship-Oriented

You are self-driven, structured, and motivated by clear results. You thrive on building trust through empathy and strong communication, and you bring both initiative and persistence to the sales process. You enjoy being part of a team where collaboration and honest dialogue drive success.

Qualifications We Expect

- Proven experience in relationship-based sales, preferably in the pharmaceutical or healthcare industry
- Experience in Nordic sales is a strong advantage
- Knowledge of digital sales and marketing processes, including CRM systems
- Familiarity with healthcare-related terminology is a plus
- Higher education (not mandatory, but advantageous if combined with methodological understanding; health-related education is a plus)
- Strong language skills: fluent Danish and English; knowledge of other Nordic languages is a plus

About Us

BestPractice Nordic is one of the leading multichannel media platforms within healthcare in the Nordic region, facilitating knowledge sharing and best practices between doctors and healthcare professionals. Since 2018, we have built strong platforms for medical knowledge-sharing with a particular presence in Denmark, Norway, and Finland.

We are now part of Add Health Media AB, creating the largest and strongest Nordic provider of medical knowledge sharing and education – reaching more than 60,000 validated doctors and specialists. For our employees, this means expanded career and personal development opportunities:

- Access to new markets across all Nordic countries
- The chance to collaborate with experienced colleagues from leading healthcare media brands in Sweden, Denmark, Norway, and Finland
- Opportunities to grow your expertise in innovative digital solutions and multi-channel healthcare communication
- A stronger platform for building long-term client relationships with the entire Nordic pharmaceutical and healthcare industry

Our culture is driven by motivation, professionalism, and respect—where high performance goes hand in hand with a positive and open atmosphere. We are based in modern offices in Virum with free parking and public transport nearby.

What We Offer

- Competitive base salary + attractive bonus scheme
- Pension and health insurance
- Lunch scheme
- Flexible working conditions with high level of independence
- Exciting career and personal development opportunities as part of the growing Add Health

Media group

How to Apply

If you are ready to take on this exciting role, we would love to hear from you.

The recruitment process is carried out in collaboration with KM2JOB ApS. If you are interested in the position, please follow the application link below to complete and submit your application.

You can apply in danish or english, whichever you prefer.

We are continuously reviewing applications and therefore also inviting candidates for interviews on an ongoing basis.