

## Commercial Lead Europe

### Lead Airsonett's go-to-market in the EU

At Airsonett, we help people with allergic diseases to improve their health-related quality of life. We do this by developing and marketing our unique Temperature Laminar Airflow (TLA) technology, an effective treatment of allergic asthma and atopic dermatitis with 99.5% clean air from particles and allergens.

Airsonett is in an expansive phase and is strengthening its presence internationally. We are searching for a person to take the commercial lead to establish and drive our international business growth in Europe. Airsonett TLA is today the first choice in Sweden for treatment of patients with uncontrolled severe allergic asthma.

### Your profile:

- Documented experience and proven record of successful commercial work within Medical Devices and/or Pharma in an international context, focusing on specialist care.
- Knowledge and experience about how new products and treatments may enter new markets, including an understanding of regulatory and reimbursement processes in various healthcare systems.
- Strong drive and passion for seeking new business opportunities utilizing both a strategic and tactical approach.
- Excellent English communication skills, preferably also additional languages, as you will work independently in an international environment.
- Experience from working together with distributors and partners.

Most likely, you have an academic degree and an established network within the respiratory care field.

### Responsibilities:

- Drive and contribute to the company's commercial investment in Europe with the objective to establish treatment with TLA outside the home market Sweden.
- Together with Clinical Affairs, conduct business development by building relationships with Key Opinion Leaders and governments, carrying through education and seminars where the overall end game is to have treatment with TLA reimbursed and part of the national guidelines.
- In conjunction with distributors and partners, identify business opportunities, contribute, and ensure that new national and regional agreements are made.
- Evaluate market trends, understand market access needs as well as competition and communicate back to the organization.

### Work-life quality at Airsonett

Working at Airsonett is a chance to significantly enhance the quality of life for patients with severe allergic diseases. We strive to be an attractive workplace with fair and secure working conditions. We promote good health, education and development opportunities to all employees and actively work for diversity and inclusion.

You will be joining an exciting company at an exciting stage and have the chance to shape your role, offering a big opportunity for professional growth.

Apply now and help us breathe new life into the treatment of allergic diseases in Europe.

**For more information:**

Anders Due-Boje, CEO, Airsonett AB  
Phone: +46 70 526 03 00  
E-mail: [anders.due-boje@airsonett.eu](mailto:anders.due-boje@airsonett.eu)

**About Airsonett**

Airsonett® is a Swedish medical device company that leads the way in the development of non-pharmacologic treatment of severe allergic asthma and atopic dermatitis. Airsonett Air4 is a CE-marked class 1 medical device that meets the requirements according to MDR 2017/745 and is intended to be used for the alleviation of symptoms of allergy-induced diseases such as allergic asthma and atopic dermatitis. It adheres to relevant EU directives regarding design, function, safety, and health requirements and has undergone rigorous clinical research as well as health-economic studies. Airsonett Air4 holds a 510(k) cleared class II approval from FDA. With strong owners, including SEB Venture Capital, Industrifonden, Magnus Lundberg and Fåhraeus Startup and Growth, Airsonett is well-positioned for future expansion and growth. [www.airsonett.eu](http://www.airsonett.eu)