

MARJUKKA IRMELI MIETTINEN



Personal

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Interests

- The development of health care operating models and the possibilities for change by digitalization
- Constant learning and development
- Challenger
- Tennis
- Voluntary work

I am experienced Pharmaceuticals & Health technology sales and account management professional. My background includes implementing and utilizing various technological solutions to improve patient outcomes, streamline workflows and ensure the highest standards of care. I am at my best with customer relations and I systematically drive projects towards common goals. I am a target oriented, systematic and reliable partner with team player skills and who is not afraid to face on new challenges. I strive to understand and meet the needs of my key customers by maintaining close relationships and listening to their needs. I have excellent interaction and organizational skills and I lead projects to the finish with determination. I also want to learn and develop constantly. I am at my best as part of a team where we support and develop our operations in an open atmosphere. I enjoy new challenges and changing environment, but I also take care of routine responsibilities related to the job role. My aim is to create measurable value for customers. In healthcare business, I believe that the most important thing is that the person receives effective treatment, at the right time, but the same time understanding the cost-cutting pressures and economic constraints in the welfare areas.

Education and Qualifications

- Master of Social Sciences (Health Care), Health Care Management** Apr 2022
University of Eastern Finland, Kuopio
- Work Supervisor/ Coaching** 2017
Helsinki Institute of Psychotherapy, Helsinki
- Nurse, University of Applied Sciences** 2005
Laurea, Espoo
- Nurse, Pediatric care** 1999
Kätilöopisto, Helsinki
- Secondary school graduate** 1995
Lauritsalan lukio, Lappeenranta

Work experience

- Key Account Manager** Mar 2022 - Present
Baxter Oy, Helsinki

I am an experienced sales professional in pharmaceuticals and health technology products and services. My customers include both specialized and primary healthcare units. I am accustomed to working in an international organization, adhering to global guidelines and participating in international projects. I have leveraged the knowledge networks of an international organization to build solutions and proposals for my customers. I am responsible for total sales and customer satisfaction in my sales area, which includes the equipment and implementing of existing information systems. I am also developing the home dialysis opportunities in collaboration with my customers. In the care of dialysis patients, I have actively supported the implementation, training and utilization of remote monitoring in collaboration with the healthcare staff. My work involves organizing various customer and training events, and I have excellent organizational skills. I have strong customer relationships across Finland with dialysis and intensive care units as well as with pharmacies.
- Key Account Manager** 2018 - Feb 2022
Fresenius Medical Care, Helsinki

I was senior Pharmaceuticals & Health technology (products and services) sales person. I am used to work in an international organization, following global guidelines and being part of international cooperation projects. I have utilized the knowledge networks of an international organization on building solutions and proposals for my customers. I got the great experience about pharmaceutical selling. Selling and training new solutions was close to my heart. I was responsible of total sales and customer satisfaction in my area. I had overall responsibility for

dialysis equipment, device training, dialysis solutions and supplies for Finland's largest dialysis treatment centers. I was developing the home dialysis opportunities in various projects. I have built extensive and strong existing customer relationships across Finland for dialysis and intensive care units and also with pharmacies.

Organizational Planner & Project manager Kidney and Liver Association, Helsinki

2007 - 2018

I was responsible for long-term customer relationships across Finland in various hospital districts. My responsibilities included development and organizing of the kidney and liver family activities and budgeting, I was the project manager of Kela's remote rehabilitation project in 2016-2018. In addition, I was responsible for developing the Kidney and Liver Association and rehabilitation activities in collaboration with the team. Family activities grew significantly during my 10 years of development and the funding for the family support work grew over 20%. This was reflected in the large number of participants in the events. Organ transplants, post transplant follow-up and transplants national action plan were also strongly present in my daily work. I have participated in the development of the transplant patient care pathway and a also transplanted children care pathway as a member of the working team. Within this I provided both individual guidance and engaged in nationwide advocacy efforts. My work included organizing various customer and training events, and event planning is one of my strengths. Many transplanted patient especially liver transplanted patients had a history of cancer and had already had experience with many cancer treatments before undergoing demanding organ transplant surgery,

Specialist Nurse HUS, Helsinki

1999 - 2007

Several responsible nurse positions in the Pediatric Dialysis and Transplant Department and the Infection and Cancer Department at HUS Children and Adolescents Hospital. Various development responsibilities such as developing a nurse's competency using the AURA model. I have done demanding patient work in the children's transplant ward, the infection ward and in the cancer ward, where various challenging situations in patient work became routines, such as transplant patients with their rejection medication, plasma exchange, In-Center dialysis, various cytostatic treatments and complications of these treatments and many other demanding care-related tasks. I have develop good collaborative relationships with various healthcare professionals since the beginning of my career.

References

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Munuais- ja maksaliitto

Skills

English



Swedish



Finnish

