

Posting Title	Technical Sales Representative
Location	Sweden
Job Category	Sales
Reporting to	Sales & Technical Manager
Hours	40/week

Job Description

We are looking for a Technical Sales person to be responsible for our sales to mainly the Swedish market, but also the Scandinavian and European markets may come in to scope. Our products are used daily by a global market of households and businesses - the pages in a book you last read were held in place by our adhesive products; the freebies in a magazine are stuck in place with our products; in this hot weather the bottle of water you're drinking from right now, has a label and that label is.... yep you guessed it, held in place by our product.

Primary Responsibilities

- You will manage your sales area by being technically and commercially responsible for our activities together with new and existing customers.
- You will have a strong growth focus and you will spend a lot of your time developing customer relationships and to increase customer satisfaction.
- To succeed well in your role you need to be well acquainted with our KPI's and strategies, which you continuously help us shape and improve.

Desired Skills & Attitude

- High level of energy and positive spirit.
- You need to be a self-driven and eager B2B sales technician with success stories that you are proud of.
- We need you also to possess strong communication skills and analytical skills and to have the ability to create long-term, mutually beneficial, relationships.
- Technical education with some commercial training/experience, or v.v., a commercial education with a passion for technique.
- You should be comfortable to work both in a Swedish and an international environment and you need to master both Swedish and English well.
- Travel is required for this role.

We can offer you an interesting role in a growing company together with an attractive compensation package for you as a high-performing colleague. For further information, please send your CV to kristen.draxo@beardowadams.com