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Motala Hissar recruits technical export seller/Key account

Motala Hissar AB was founded in 1972 and is today a fully owned subsidiary of Latour industries and a part of Aritco Group, one of the world's leading companies regarding platform lifts. We are about 65 employees and have a turnover of approximately SEK 200 million per year. Until today, Motala Hissar has developed, produced and delivered over 10,000 lifts, mounted worldwide. We export about 60% of our production. Our mission is to further develop the market's most space efficient lifts that are reliable and environmentally friendly thanks to low energy consumption. Our unique technology offers customers the lowest operating costs and the longest service life.

We are now looking for a technical export seller/Key account with the opportunity to grow inside our organization in Motala. If you are passionate about international sales work and have a technical attitude, this is definitely a role for you.

Your role

As a technical export seller/key account at Motala Hissar, you will have a key role in actively maintaining, pursuing, and developing the international sales of our products. You will actively find new distributors around the world to create customer relationships and market our products.

In your role you will also take care of existing customer relationships and provide sales technical support for our products and assist our partners in marketing. You will ensure that technical inquiries from our distributors are answered, examined and resolved in close cooperation with our production and development departments.

You will be the communication port between our partners and Motala Hissar AB

Your location will be in Motala, but all your sales work will take place outside Sweden. Travel will therefore occur regularly. In your role you report to our CEO.

At the beginning of your employment you will be involved in our production and installation to get the understanding you need of our products to ease your role.

Who you are

You are confident and self-sufficient in your sales work and can make decisions independently. You are motivated by creating new business and feel comfortable in meeting new people. You also have a technical interest which enables you to learn and understand our products. Negotiating skills are meritorious. You are also willing to help others when needed, even when it is outside your regular duties.

Since you will only sell outside Sweden, you need to master the English language unhindered in speech and writing. If you have knowledge in other languages such as German, French or Spanish, it is an advantage.

Contacts and how to apply

For more information visit www.motalahissar.se or contact Stefan Westin +46 141 23 70 59

Selection takes place on an ongoing basis. The last application date is 31 of October 2022. We are looking forward to your application!

Send your application to info@motalahissar.se