



Business Development Manager Nordic Countries

The recruitment department of the French Chamber is acting as a recruitment agency for its over 175 member companies, one of which is currently looking for a Business Development Manager for the Nordic Region.

Our client is the **world leader in the design, manufacture and distribution of access solutions for water, sewer, drainage, telecommunications and utility networks worldwide**. Their technical expertise allows them to provide **innovative solutions for infrastructure projects in more than 150 countries around the world**. They are a family-owned company that spans 5 continents, promoting innovation, quality and a commitment to customer service. Their commercial presence worldwide includes **50 sales offices, 10 manufacturing facilities and multiple research and development centers**.

Our client puts an emphasis on **People** being their core strength. Committed, qualified and experts in their field, their employees come from diverse backgrounds and are united by their skills, their professionalism and their team spirit. The company puts a **strong focus on employee loyalty, skill and performance development and internal mobility**.

The company has various distribution partners in the region. Your role will be to lead, support and, if necessary expand this network of partners in order to increase the commercial efficiency of the company in the region. You will also proactively identify business opportunities aligned with the company's objectives, and you will work to specify the relevant technical solutions where appropriate, in coordination with our distribution partners. In this role, you will maximize the company's sales and profit and contribute to moving it towards its long-term goals.

KEY RESPONSIBILITIES

Supported by the company's Ireland office and its EMEA transversal departments and services (marketing, product development, etc.), you will be ensuring the regional application of the EMEA sales strategy: identifying opportunities in high added value markets such as data centers, airports and ports, tunneling etc..

Based in Sweden and reporting to the Managing Director Ireland, you will be in charge of the following countries: Sweden, Finland, Norway, Iceland and Denmark .

You will be responsible for existing accounts and for the identification of new partners and opportunities. You will be promoting the company's expertise among Key Accounts and coordinating the company's response to all relevant technical specifications in framework negotiations and tenders. In this decision-making role, you will guarantee the availability and reliability of commercial results and analysis (margins, profitability).

You will be responsible for:

- Identifying and understanding the key accounts / segments / opportunities on which the company can make a difference and grow revenue
- Researching and identifying new business opportunities - including new markets, growth areas, trends, customers, partnerships, products and services - or new ways of reaching existing markets
- Increasing the value of current customers and accounts, fostering and developing the relationship, understanding their needs and ensuring these are effectively addressed
- Contributing to, supporting and executing the distribution and prescription action plan
- Planning and overseeing new relevant marketing initiatives, supported by the EMEA marketing team
- Meeting clients face to face or over the phone
- Providing product advice to potential and existing clients
- Attending seminars, conferences and events where appropriate

PROFILE

- 5+ years of technical sales experience, ideally, but not necessarily, in the construction and building works industry
- Strong hands-on technical ability
- Proactive and autonomous
- Meticulous and well organized
- Recognized ability to analyze and summarize information
- Pragmatism and excellent ability to manage priorities in a dynamic environment
- Good knowledge of Excel and PowerPoint, familiarity with CRM tools
- Native or bilingual proficiency in Swedish is a must, and solid knowledge of any other Nordic language is a big plus. Fluent English is also a must to communicate with the Irish office and the French headquarters
- Under regular circumstances, you must have the possibility and willingness to travel about 30-35% of the time

BENEFITS

- Attractive compensation package, including a bonus on your sales
- Company car, computer, telephone

LOCATION: Sweden

SALES AREA: Sweden, Finland, Norway, Denmark and Iceland

TYPE OF CONTRACT: Permanent, full-time

START DATE: Q2 2021

Interested? Send your application (CV and cover letter) to recruitment@ccfs.se