



Business Development Engineer Industrial and ATEX Electrical Components

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

Our client has been a leader in the design, development and manufacture of electrical connection systems for tough industrial applications for over 65 years. Founded in 1952 in France, our client is a family owned business with 500+ employees worldwide, one third of which are dedicated to developing close customer relationship sales. They have 9 production sites - France (3), Australia, Germany, Italy, Singapore, South-Africa and the United States – and a daily commercial presence in more than 20 countries. The consolidated turnover amounts to more than 100M€ of which 5% is invested annually in R&D.

The client is an industrial and ATEX plugs & sockets manufacturer who developed patented ultra-safe, compact and easy to use products. Their technology is used by many blue-chip companies, across a range of industries such as marine, oil & gas, power utilities, heavy industry, infrastructure, ports & airports, OEM and food/drink sectors. The Group is also a leader in the design and manufacture of luminaires, enclosures and electrical panels for potentially explosive atmospheres.

Our client is looking for a Business Development Manager for Sweden. The role can potentially develop into one that encompasses the Nordic region.

KEY RESPONSIBILITIES

Based in Sweden, reporting to the Nordic Countries Sales Manager based in France, and in close collaboration with the R&D department, your main mission will be to:

- Promote and sell the group's products into various industries, through the identification and specification of new sales opportunities to achieve sales targets.
- Manage both sales channels: direct sales and sales via distributors.
- Manage existing customers and provide close field support to distributors
- Identify relevant target projects and pursue these to the specification stage and beyond to sales conversion in line with agreed annual sales targets.
- Liaise internally to ensure cross territory projects are handled efficiently all along the sales process until final order placement.

You will actively plan and report sales activities into our CRM software on a continuous basis and in order for the Nordic Countries Sales Manager to receive a weekly status report.



PROFILE

A highly motivated self-starter who has an excellent understanding of how to target the various industrial sectors in Sweden.

- Degree in Electrical or Electronic Engineering.
- Bilingual Swedish / English is a minimum, French is plus.
- A strong interest in and ability to sell technical products in a niche and high value market
- A true hunter mindset, comfortable with the chasing and prospecting necessary to develop our presence in the Nordics by generating additional sales.
- Flexible, organized, with a proactive approach
- Ability to learn quickly and to understand the technical specifications of our client's products and their applications.
- Proficient in MS Office and CRM tools.

BENEFITS

- Competitive salary, dependent on experience
- Annual bonus scheme
- Laptop, mobile phone, company car, etc.

LOCATION

Home office in Sweden, with frequent travels throughout the designated sales area, with overnight stays when required. You will attend regular regional sales meetings which will be held in one of the following countries: Denmark, Finland, Sweden, and Norway. Occasional travels to France (HQ & factory)

TYPE OF CONTRACT

Permanent, full-time

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