ITW Welding



Area Sales Manager Norway, Denmark & Island

Norway, Denmark & Island

To strengthen our European sales team, we are looking for an experienced Area Sales Manager for welding consumables and equipment to build long term, trustful relationships with our distributor partners and customers in Norway, Denmark and Island and to further expand our business with new customers in this region.

YOUR RESPONSIBILITIES:

- Sales of our sophisticated product range, in particular Elga and Miller Products
- Application-technical consultation of users and distribution partners
- Extension of the existing customer base and further development of customer relations
- Proactive customer acquisition in the sales area
- Close cooperation with ITW Welding sales team, the internal sales department and our research & development department
- Market and competition monitoring
- Independent sales and budget planning for the assigned sales territory
- Achieving sales and margin targets through structured and focused collaboration with existing and new customers
- Introduction of new products and training of end users and sales partners
- Participation in trade shows

YOUR PROFILE:

- Bachelor's Degree or equivalent experience with a good technical and commercial background in the field of complex technical products
- Minimum of 3 years of professional experience in sales, sales management or similar role in the welding industry
- Challenger mindset and ability to educate the end-user to think differently about their business
- Ability to analyze specific needs of markets and regions to implement a plan to grow business
- Exceptional organizational, planning and negotiating skills in addition to outstanding verbal and written communication
- Disciplined, motivated and team-oriented mindset to succeed in a self-directed environment with little supervision
- Affinity for using social media as sales channel
- Fluent in Norwegian and English language, further languages are welcome
- Flexibility for extensive travel within region (80 % travel, 20 % Home Office)
- Ideally living in the region of Oslo

Become part of our team and our future growth!

JETZT BEWERBEN

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