

International Key Account Manager

Höganäs Bjuf AB is Sweden's only producer of refractory bricks and one of the leading companies in the world of refractories. The company is part of the Borgestad Industries that is included in the BorgestadGroup. Borgestad Industries with a turnover of 630 million was introduced on the Oslo Stock Exchange in autumn 2008. Höganäs Bjuf AB which is a profitable company with global customers / suppliers are currently over 150 employees. About 2/3 of the total production volume is exported to more than 60 countries. Customers are mainly in the cement and steel industries. The business area Cement has a leading expertise to deliver refractory solutions to the cement production industry, based on assignment to more than 400 cement works worldwide. More information can be found on www.hoganasbjuf.com and www.borgestadindustries.com

For business area Cement in Höganäs Bjuf AB, a global company in an expansionary phase, we are seeking a Key Account Manager who can continue to develop our business in the global cement industry. We offer you a varied and challenging job with opportunities to influence the future development of Höganäs Bjuf.

You are responsible for ...

- to create growth and increased profitability for your markets
- to maintain and enhance existing customer relationships and developing new
- the sales process, all parts of the initial meeting to business closure
- to develop and manage joint projects together with the customers, with a focus on profitability and quality
- to be able to travel to conduct your business

You have ...

- at least 5 years experience in international solution-oriented sales and are comfortable to independently carry out sales and negotiation situations in English
- basic technical skills and industry experience
- you write and speak Swedish and English fluently, and if you master one more non-Nordic language it is an advantage.
- drive and a strong internal engine with focus on results and a positive attitude

We offer ...

- a chance to become a successful businessman/woman with a global actor
- a stimulating, varied and independent work in a well-established company
- an opportunity to work with international clients from other cultures
- a flat organization with short decision paths
- a workplace in the vibrant Helsingborg region

Placement

Bjuv.

Applications

In this recruitment we are working with Inspirula AB. Your applikation should be sent to jobb@inspirula.se. The selection and interview process is ongoing, so do not delay your application.

Questions answered by business and recruitment consultant Rune Jonsson, 070-306 33 55