

REGIONAL SALES & BUSINESS DEVELOPMENT MANAGER

SOUTHERN SWEDEN

Are you looking to make a difference and be part of a company on a mission to help reduce CO2 emissions? Do you have the commercial talent and entrepreneurial mindset that it takes to build something special? If you can answer those questions with a YES, then you might be the new Regional Sales & Business Development Manager, that we are looking for.

NORDICCO Sweden AB is a subsidiary of NORDICCO AS, a Danish technology company developing, manufacturing, and selling air-movement solutions and associated IoT based controls. Our customers are Commercial Businesses, Institutions, and Municipalities. Our solutions help our customers improve their indoor climate, lower their energy consumption, and reduce their CO2 emissions. Nordicco is the market leader in Scandinavia and is now expanding our team in Sweden.

THE ROLE:

In partnership with the Director of Sales & Business Development, you will be responsible for driving the continued growth in the Southern Sweden region. You will be working with both existing customers as well as be prospecting and developing business with a wide range of new customers in the region. It requires a significant amount of face-to-face customer interaction, meaning you will be on the road three to four days every week.

Our Swedish office will be in Jönköping, which will be your base. However, you will be able to work from a home office when convenient.

ABOUT YOU:

We are looking for a self-starter with an entrepreneurial mind-set that gets things done. You have a commercial mindset and are a quick learner of technical issues and challenges. You are probably in a role today, where you are successfully selling technical solutions/products/services to the end-customer. You are a road-warrior that thrives in a team, where the bar is set high and where no one counts the hours. Your native language is Swedish, and you communicate verbally in English as well.

COMPENSATION:

We offer the right person an attractive compensation package that includes company car, an attractive base salary, result-driven bonus, an inspiring working environment, and the opportunity to build an exciting career. Learn more on www.nordicco.se

If you have any questions whatsoever, you can contact Mads E. Kirkegaard (+45 61 65 61 09) or Mathias Thomsen (+45 29 89 75 64) - and if interested, please submit cover letter and resume to mads@nordicco.se and info@nordicco.se

We look forward to hearing from you!