



Sales Account Manager / Myyjä , for Sensors and Components, Helsinki

SCN Group continues to grow at the Nordic market and we now need to strengthen our Finnish Sales Department in Helsinki with a technical oriented sales person. You will be responsible for sales of SENSORS and COMPONENTS mainly in South Finland.

You are offered an important position in a market leading company with a very strong product portfolio. We are aiming to be the Nordic leading independent supplier within our area and has during the years received award winning prizes in leading business magazines.

Your tasks

The position contains independently and structured sales work towards potential customers and existing customers within INDUSTRIAL AUTOMATION. It is an exciting and developing work where you are running the whole sales process on your own; from booking meetings to take the final order. You have a continuous contact with your customers and has always a good support and back office team to assist from SCN's head quarter in Stockholm.

Your profile

We believe you are a technical oriented person with earlier experience within sales in combination and sees this as a natural development of your career. As a person you are social, open and curious with an outreaching spirit. You have knowledge of how the companies you are visiting are built-up and who you should talk with.

Our Account Manager should

- Be driven and love doing business
- At least be gymnasium engineer with a high technical understanding
- Preferable at least 3 years' experience of active sales work
- Be proactive and creative with experience of selling customized solutions
- Be structured and able to help the customer in the development phase of new products/solutions
- Speak fluent Finnish and English

Since we are reporting to our Swedish mother company Swedish language knowledge will be seen as benefit of understanding and basic speaking. However not a demand to speak complete fluently. You are expected to do 200 customer visits per year with about 20 hotel nights per year. You are based at our office in Helsinki.

An important part of the position is to be able to identify and sell complete solutions for the customer. To achieve this you are an analytic, business oriented and shows a good impression.

You should carry a self-going attitude, be driven and have a great interest in the customer, the customer's application and the technical solutions we can offer.

SCN's turnover year 2017 was approx. 16 MUR and 30 employees. Head quarter are based in Stockholm/Upplands-Väsby and local sales offices are in additionally located in Malmö and Helsinki. SCN is a part of Addtech technology trading group with more than 2 200 employees.

Welcome with your application!

The application and eventual questions can be answered by Erik Ahlqvist (Sales Manager Finland) , e-mail: accountmanager1@scnnordic.fi

Please use English or Swedish in communication.