



Are you our new Regional Account Manager, eager to grow our business and increase our Nordic sales?

This is a fantastic opportunity for a self-motivated sales expert who will give a boost for STEGO Norden's continued expansion. The ideal candidate will get a thrill from contributing to STEGO's continued market success and being part of a truly innovative and global leader in the Thermal Management products. You will bring your Can-Do entrepreneurial approach along with a strong track record in technical solutions selling. Your ability to create a sales pipeline of qualified leads and build long-term customer relationships will be your success. You will be a part of the Swedish office and grow business all over the Nordic countries.

WHAT WE OFFER

The position as Regional Account Manager in STEGO Norden offers a challenging opportunity to be a part of a team focused professionals in an innovative and fast growing privately-owned international company. In this role you will get a chance to be a major contributor in developing and growing STEGO Norden's business in the Nordics and taking it to the next level. STEGO Norden can offer you an opportunity to work in an environment with ownership, trust, respect, and autonomy to get the work done! We are an organization that take pride in our team-focused work environment that strives to give each team-member huge visibility for their efforts along with personal and professional development opportunities. There is also a competitive salary plus performance-based bonus excellent benefits on offer for the right candidate.

WHAT WE EXPECT FROM YOU

- 3+ years proven track record in technical sales and business development capacity.
- Excellent understanding of sales figures and business development processes.
- Outstanding verbal and written communication skills with the ability to effectively navigate an intercultural environment.
- Proficiency in English and Swedish is a must.
- Solid skills in MS Office Suite.
- Aspirations to continue develop professionally.
- Willingness and ability to travel.
- Experience related to the electrical engineering is a major plus.

YOUR SKILLS AND PERSONAL ATTRIBUTES

- Excellent interpersonal and stakeholder management skills.
- Ability to build and maintain strong, long-lasting client relationships.
- Affinity to problem solving, negotiating and time-management.
- Accuracy and efficiency in business development tasks resulting in best possible result.
- High energy, drive and self-motivation along with team spirit.
- Hands-on, can-do, can-try approach.

Sounds interesting?

Reach out to us with your CV and personal letter to robin.hatala@stegonorden.se