

A Deloro Stellite
Group
Company



As a leading supplier in the field of wear solution technology, we specialize in solutions for extending the service life of critical components in a variety of industrial applications.

Our main focus of activity are welded, extruded and cast components made of hard alloys and the mechanical processing of components on conventional and numerically controlled machine tools. We also handle welding consumables based on cobalt, nickel and iron.



To support our team we are searching for an

Area Sales Manager Wear Solution Technology (m/f) Scandinavia

Job Description

You are responsible for the sales activities in Scandinavia and ensure that the existing customer network is strengthened and optimized through intensive support and continuous improvement by means of a purposeful new customer acquisition.

Due to pro-active sales activities, you are able to identify new potential fields of application for alloys for existing customers and apply these successfully.

By intensive market monitoring, you plan and take measures in order to support sales, ensure that full market potential is maximized and thus achieve a steady profitable growth.

In your function, you operate from your home office and report directly to the Sales Director of Deloro Stellite in Koblenz, Germany.

Desired Qualifications and Skills

You have a degree in engineering or metallurgy – alternatively you have completed a technical education – been successful over a number of years in solution-oriented sales in a manufacturing industrial field, ideally in plant engineering, metal ceramic or the chemistry industry. Candidates with a business degree are gladly considered when able to provide proof of ability regarding sales of products in need of explanation.

As a competent advisor in the sales of technical products requiring explanation, you recognize specific requirements of customers and develop the best possible solutions for their requirements.

You are able to develop strategic sales objectives, pursue these long-term, and to oversee goal-orientated as well as qualitative sales projects.

Profound knowledge of Project Management and the execution of customer and market analysis are familiar to you.

You convince by your marketability, strong communication skills and independent style. Besides fluent Scandinavian language skills for negotiation purposes, excellent English and ideally knowledge of the German language as well as a willingness to travel regularly is essential.

We offer an interesting and responsible sales position with various options with an established and growing Company that is steeped in tradition as well as flexibility and innovation! Interested in this position? Please send your application to:

Deloro Stellite GmbH

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Weitere Informationen finden Sie unter: www.stellite.de
www.stellite.com