



WE THINK LIGHT FOR YOU

Business Development Manager Nordics (m/f/d) mobile working

When a luminaire is switched on anywhere in the world, Vossloh-Schwabe makes a decisive contribution to ensure that everything runs smoothly. We are developers and manufacturers of LED systems, i.e. we deal with everything that is needed to illuminate any life situation. With Headquarter in Germany and over 500 employees the Vossloh-Schwabe Group is a technology leader in the lighting sector with several international production sites and a global sales network.

Your tasks

- Utilize (electro)technical and lighting expertise to effectively promote and sell our products and solutions
- Maintain and develop relationships with existing customers
- Proactively identify and approach potential new customers
- Continuously monitor market trends, pricing and technological developments and adapt sales strategies accordingly
- Identify and establish communication with customers key decision makers, ensuring active and regular engagement
- Think in terms of complete lighting systems and promote our philosophy of selling complete solutions
- Support as technical supervisor and coordination activities for the sales team
- Work closely with internal departments such as R&D, Product Management and Purchasing to ensure effective processes
- Stay organized and focused, maintaining a structured approach to sales activities
- Able to make and achieve the own sales budget for the region

Your profile

- Degree in electrical engineering, business administration or a comparable qualification
- Several years of sales experience in the lighting industry and /or (electro)technical engineering
- Existing contacts and network within the lighting industry will be highly considered
- Passion for lighting and illumination along with a strong affinity for technological developments
- Excellent presentation and communication skills combined with strong organizational abilities
- Proactive mindset and independent working style as well as the ability to drive initiatives internally and externally to advance sales and customer retention
- Proficient in MS Office applications
- Structured, self-reliant working style with a high level of initiative
- Very good English skills, both written and spoken, as well as Swedish skills or another Scandinavian language is an advantage
- Willingness to travel

Your benefits



Challenging
and versatile
activities



Maximum
flexibility:
100% mobile
working



Promotion of
professional
development



Allowance
for company
retirement plan



Discounts
via our
employee store

We are looking forward to receive your complete application documents, ideally in one file, stating your salary expectations and availability to Nadja Zinßer at jobs@vossloh-schwabe.com