

Job description

Morgårdshammar AB is seeking a **Sales Manager** for North America and Mexico. Reporting directly to the Managing Director at Morgårdshammar Sweden. You will be part of a sales team that is integrated in the Danieli Group with passion for the Rolling Mill Industry. The sales candidate could be based in a home office or work out of the sales office (multiple locations).

Requirements

- Support ongoing sales and projects with existing customers.
- Develop and drive new sales within the product line of Morgårdshammar.
- Identify and suggest technical solution to the customer that will improve productivity and quality.
- Report sale status according to budget to office in Sweden - continuously
- Plan customer meetings and travel to customers on a frequent basis

Candidate

- Previous experience of similar role +5 years
- Proven track record of sales
- Background in engineering or technical sales
- Creative, driven and goal orientated
- Ability to work independent – proactive mindset
- Good social skills to create a sense of confidence and trust

Education and qualifications

Degree in sales/business preferable

About the company

Morgårdshammar AB is specialized in rolling mills for long products. Since 1856, we have been supplying high quality products and rolling mill solutions which improve our customers' productivity and quality. The company are now taking a new step to integrate more with Danieli Service to create a robust supply chain and order handling. To use the best of two worlds – Morgårdshammar's excellence in guides, stands and spare parts and Danieli's size, network and stocking solutions. We - the team of Morgårdshammar – are welcoming you to be a part of us to experience our unique knowledge of engineering of equipment for long products. A journey that started in 1856.

Send your application to

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