

We are searching for an
Area Sales Manager Northern Europe (SE, DK, NO, FI) (m/f/d)
who will expand the presence of asecos in the Scandinavian market

Apply now!

The role is home-office based in the Stockholm, Göteborg or Malmö region and requires extensive travel.

The primary focus of this position will be to increase the demand for asecos products, by creating a strong and sustainable positioning of the asecos brand and products in the regional markets. Key element is creating safety awareness for hazardous materials at the workplace with all relevant target groups. Active representation of asecos at trade fairs, seminars and conferences and taking care of our dealerships is equally important.

Main responsibilities are:

- ▶ Sales responsibility for the designated territory with a strong focus on finding and developing reseller accounts
- ▶ Specification work with architects, planners and key end users
- ▶ Creating project pipeline and executing perfect project follow up to secure success
- ▶ Working on important regional specifiers, multipliers as well as industry bodies and government institutions and focusing on maximum leverage of these relationships
- ▶ Reporting to Vice President Global Markets

Desired skills and experience:

We are searching for a generalist (BA or university degree) with a 3 - 5 years experience in sales, ideally in the occupational health & safety sector. Good public speaking ability and a highly self-motivated personality are necessary. The ideal candidate is able to expand sales volume strategically and sustainably over several years. Good communication skills, intercultural awareness and relationship building ability are essential. Fluency in English is required. Previous experience with international employers, ideally German companies is a benefit.

About us:

asecos is the leading German manufacturer of highly-insulated safety storage cabinets for flammables which give the users up to 90 minutes of evacuation time in case of a fire. asecos has subsidiaries in The Netherlands, France, Spain, UK, Switzerland and the United States and maintains a global sales network of specialised dealers and distributors. For more than 25 years asecos has been actively involved in international associations and working groups to develop innovative and sustainable products to meet the challenges of storing hazardous materials in 21st century laboratories and industrial facilities. asecos cabinets can be easily integrated into casework or used as freestanding storage solutions.

If you feel intrigued by this opportunity, please send your CV and a cover letter stating your motivation and experience to:

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Apply now!

