

Market-driven sales representative for Finland.



KULZER
MITSUI CHEMICALS GROUP

Kulzer Nordic AB is an innovative, visionary company. We focus on full-service solutions for dentists and dental technicians. We have 30 employees and our annual sales are around SEK 200 million. Our immediate future looks exciting and interesting, with a number of major product launches and increased production capacity. Read more at www.kulzer.se.

JOB DESCRIPTION

As sales representative, you will be responsible for working an existing district in Finland. The work involves developing and increasing sales in the existing customer group and working new customers with the aim of creating continued growth and meeting the current and future needs of customers. The position also involves analysing market demand by actively following industry trends. Your tasks will also include maintaining contact with opinion leaders and retailers and attending events and trade fairs in Finland. The position entails travel in both Finland and the rest of Scandinavia, where necessary. You will report to the Country Manager in the Nordic and Baltic regions.

As a sales representative for Kulzer Nordic AB, you will enjoy a varied, exciting position with a great deal of responsibility in an international environment. You will work out of a home office.

WHO ARE YOU?

We are looking for someone who has trained as a dental technician, has experience of sales and marketing and possibly several years of experience as a travelling salesperson in the region. Success in the role will depend on you having good knowledge of sales and marketing. Your approach is clearly business-oriented and product-oriented. You focus on profitability and you love being part of an aggressive sales organisation.

You are communicative, creative and outgoing, but you also have good analytical and administrative skills. You inspire confidence, are perceptive and find it easy to work with others. In addition to Finnish, you also speak and write English. Proficiency in another Nordic language would be extremely beneficial. You are an experienced computer user and have good skills in MS Office, primarily Excel and PowerPoint.

WE CAN OFFER YOU

An exciting position with a great deal of responsibility, a competitive salary and a company car. We have bright, pleasant offices with a showroom in Helsingborg.

CONTACT

If you have any questions on the position, please call the Country Manager in the Nordic and Baltic regions, Joakim Bursell, on +46 (0)42 – 453 07 00 or +46 (0)70 – 623 31 10 (joakim.bursell@kulzer-dental.com), or Arja Nyman on +358 400 501 010. Please ensure your application reaches us no later than on 30 September 2017.