

Account Manager – machine– and project sales

World leader in leak search equipment

Leak detection is currently used in many areas to meet environmental requirements. From electric cars/batteries and energy solutions to applications in areas such as medicine, science and space. Each of these areas requires tailor-made solutions. Since the start in 1973, we have been a leader in the development of advanced tightness control and created the standard for this. Over the years, we have built hundreds of systems adapted for the smallest pharmaceutical packaging to test equipment for engine blocks on trucks. We are passionate about innovative technology solutions and are now looking for a driven Account Manager!

Leak test equipment adapted for our customers

With our R&D department, working to keep us at the forefront of leak test technology, we have been an important part of turning the leak testing industry into what it is today. We offer market-leading products in leak test and leak detection such as leak testing instruments, trace gas detectors, gas charging and recycling stations, calibration instruments, quick connectors and special valves. Our products are used by manufacturers such as HP, AstraZeneca, Danfoss, Scania, Samsung, Ericsson, ABB and many more.

Innovation driven for real

All our products are fully customized, which places great demands on our problem-solving ability and ingenuity. It's also what makes our job so much fun- we're passionate about coming up with smart technical solutions and new ideas to help our customers in the best way. We are an entrepreneurial company that rarely says no to a project but instead we make sure to solve the challenges that emerge, together. As Account Manager, you run the sales against selected customers by leveraging the knowledge and experience among colleagues in engineering and service

The small big company

We describe ourselves as "the small big company", as we operate in a multinational environment combined with family style small business spirit. We value the individual's ability to influence, to be prestigeless and to value team spirit are important to us. To maintain a strong community, we are a company that prefers to bike together rather than going on a Wednesday-AW.

Who we think you are

We believe that you are a person who attacks the task of selling in a structured way and takes own initiatives to achieve your goals. For you, it is equally important to maintain contact with existing customers as looking for new ones. Understanding the customer's needs and translating this into a solution that offers the customer opportunities is something you are passionate about. You will be responsible for several small and larger customers within Europe and you enjoy travelling. With a few years of experience in sales, you can show documented good results. Technology is interesting and an opportunity, possibly you have a background in production technology and understand the possibility of automation. Of course, you are fluent in both Swedish and English.

What you will do

You are four colleagues working with sales from Sweden and other colleagues you will find in the rest of Europe, the US, China and Malaysia. In addition to working with existing customers, you are looking for

new opportunities within the segments that are in our focus. LinkedIn, Google, CRM etc. are tools that are natural for developing networks and running your sales. After you have identified a customer and their needs, you sit down together with our leak detection and design experts to develop an appropriate solution to offer the customer. You'll soon learn a lot about the technology and will soon be more self-propelled. When the customer orders a project, you participate in the handover to the project organization. After delivery, a follow-up with the customer is a given activity.

