



Our customer Fortaco Group is the leading brand independent strategic partner to the heavy off-highway equipment and marine industries offering technology, vehicle cabins, steel fabrications and vehicle assemblies. They create value add for their customers by reshaping the way things are produced. Fortaco Group has operations in multiple European Business Sites and Technology Hubs, which are supporting global customers of the company. The company has its headquarter in Finland and they employ approximately 2 300 people mainly in Europe and has a yearly revenue of 215 M €. "Make Tomorrow Better Than Today!"

We are looking for Fortaco Group Sales Manager for Cabin Technology (home office). As a Sales Manager, you will be responsible especially for a new customer acquisition and daily account management. If you are familiar with heavy off-highway equipment industries and OEM customers and PARTICULARLY, if you can win new customers, then here is YOUR next challenge:

SALES MANAGER (home office) Cabin Technology

YOUR TASKS:

- To develop Fortaco Cabin technology sales in Europe and achieve profitable organic growth
- To create new business, win business, drive sales projects for Fortaco's cabin production
- To work in close and intensive cooperation together with existing and potential new customers
- Actively seek out and engage new customer relationships using different sales methods like cold calling, business directories, onsite face to face visits etc. and active participation in other marketing activities, like trade fairs and conferences
- To find new ways on how Fortaco can serve its customer's businesses and growth
- To maintain an updated pipeline and CRM database of qualified leads and sales cases
- To understand market conditions in different European countries and different kind of customer needs
- Follow up the competition activities and reporting them to the headquarter

YOUR PROFILE:

- Strong technological background
- Minimum B.Sc in Engineering or Economics (or similar)
- Five (5) years relevant experience in industrial solution sales
- Knowledge and experience of the OEM-environment in heavy off-highway equipment industries
- Adequate understanding of off-highway applications, especially driver environment and cabin technology
- Strong understanding of customer and market dynamics and requirements.
- Proven ability to develop and commercialize new products together with customers
- Strong business sense with negotiation and communication skills
- Proven track record of solution selling as well as value-based pricing and selling
- Willingness to travel intensively in Europe is a prerequisite
- Ability to communicate, present and influence credibly and effectively at all levels of the organization
- Fluent in English (verbal & written). Other language skills, especially German is an asset

FORTACO OFFERS TO YOU:

- An excellent opportunity to join an established international heavy off-highway equipment business
- An outstanding chance to make a difference and grow your career with a reputable company
- An exciting and encouraging working environment in a great European wide network of professionals
- Working in an effective and motivating team in an international growing company
- Challenging projects and varied work in Europe with the global key players
- home office in Europe (preferable countries D, FI, S, SVK, PL, HUN) or at any Fortaco plant or hub in Europe (FI, EE, PL, SVK, HUN)
- Attractive salary package and a company car/car allowance for private use as well

YOU ARE READY FOR HEAVY DUTIES? THEN WE SHOULD GET TO KNOW EACH OTHER!

Please call more information from Monday to Thursday between 11 a.m. and 4 p.m., tel. +49 173 935 21 27

Please apply at your earliest convenience. We do not have an application deadline but accept applications as long as the job is posted. The job offer will be closed down once we have found the right candidate.



To apply, please send your application CNA International incl. your salary requirement and your earliest date of entry.

Email: info@cnaint.de