



KEY ACCOUNT MANAGER (FINLAND) FOR SLV NORDICS AND NORDTRONIC A/S

Professional | Business development | Proactive | Result oriented

Are you interested in leading the development of two of Europe's largest and most innovative brands in the lighting industry in Finland?

With reference to the Sales Directors of SLV Nordics and Nordtronic A/S, your primary focus and responsibility is to develop the sales of both SLV Nordics' and Nordtronic A/S' innovative product portfolio, within the market of Finland through wholesalers and resellers.

Your most important assignment is to explore the market, and together with the rest of the team, to create the perfect "Go to market" strategy, and subsequently to implement and execute it. You will also be responsible for business agreements, product ranges, campaigns etc. within our wholesalers and resellers as well as outreach sales activities and impact towards both new and existing customers. Furthermore, you will also be responsible for preparing and reporting sales statistics, activities and other issues with relevance to the development of your area of responsibility, to the top management of SLV Nordics.

You are experienced and professional, with a great insight into the lighting industry or a similar business area. It is expected that you have an electrical and technical background, where experience with technical sales activities is an advantage. If this experience with technical sales activities is to wholesalers or other related, it is furthermore seen as an advantage. It is expected that you have a great understanding of the Microsoft Office software package, and that you speak and write a reasonable level of English, as this is the corporate language.

As a person you are solution-oriented, precise and proactive. You are a strong communicator, who manages to listen to the customers and to communicate on several levels internally as well as externally. In addition, you are process-oriented, innovative and concerned about quality. You have an organizational mindset and thrive in an internationally oriented company.

Your working hours are mostly used at the customers' locations, where you manage to create excellent customer relations and strong results. You work from home or from the company's office which is most appropriately located in relation to the execution of the job. The SLV Nordics headquarter is in Frederikshavn (Denmark), and as a natural part of the job you will participate in meetings as well as training and education here. Furthermore, if necessary, you are also expected to attend meetings and training at the SLV headquarter in Übach-Palenberg in Germany.

We are offering you an exciting and challenging position in an international company, where you will be responsible for two of the group's brands.

If you want to become a part of SLV Nordics and Nordtronic A/S, please send your application and CV to job@nordtronic.dk.

Interviews will be held on an ongoing basis and accession is as soon as possible.

For further information about the position, please contact Sales Director for SLV Nordics Allan Torp Frederiksen at +45 24 84 21 40 or Sales Director for Nordtronic A/S Mikael Dinsen at +45 24 84 42 50.

For further information see: www.nordtronic.com

SLV LIGHTING GROUP | Nordic HUB

SLV Nordics is the new business unit for the SLV Lighting Group in Northern Europe.

The business unit consists of Nordtronic A/S in Denmark, which sells own-brand LED lighting products in large parts of Europe primarily in the Nordic region, and SLV Norway AS. In addition, the general markets for the SLV brand in Denmark, Norway, Sweden, Finland, Island and The Faroe Islands are also a part of this new set-up.

Nordtronic A/S' headquarter, located in Denmark (Frederikshavn), will in the future also be the center of the SLV Lighting Group – Nordic HUB, which also will have facilities in the larger countries in the region.

NORDTRONIC A/S

Since the establishment in 2006, Nordtronic A/S' products have been among the best in the market. Constant development based on the feedback we receive from our customers allows us to deliver high-quality, future-proof products.

SLV GmbH has been the full owner of Nordtronic A/S since the spring of 2019. The SLV Lighting Group is one of Europe's largest manufacturers / suppliers within the lighting industry. This new ownership gives Nordtronic A/S full access to the group's innovation department in order to continue to focus on its role as Scandinavia's leading specialist in downlights.

We work closely with Danish and German engineers to develop innovative LED lighting solutions.

Call us perfectionists, but we are only concerned with one thing – creating the best lighting solutions. The clear solutions.