



TECHNICAL SALES MANAGER

You will be part of NorthStar, a global leader in designing, manufacturing and deploying a wide range of batteries and energy storage solutions. We take pride in what we do and strive towards delivering the most reliable and sustainable power to the world.

We maintain a global presence with headquarters in Sweden and major operations in USA, China and the Middle East, and distribution and service centers in Latin America, Europe, Africa and Asia Pacific. Our pursuit of innovation, dedication and expertise is what sets us apart and enables us to create a wide range of advanced energy solutions for customers across the globe.

The transportation business unit, which you will be part of, has doubled its turnover in the past three years and recent successes includes creating a tailored version of the award-winning NorthStar ACE® wireless battery monitoring solution towards the world's largest heavy duty truck manufacturer, combining a premium battery with premium services to our customers.

For more information regarding NorthStar, visit us online at www.northstarbattery.com

What will you do at NorthStar?

Within the heavy-duty truck and bus industry in Europe you will be responsible for the technical sales and marketing of our batteries towards our existing and prospective customers. This includes frequent traveling within the region to meet and help our customers, attend trade shows, and promote our Pure Lead AGM batteries.

With you on our side we hope to build stronger relationships with our customers, which includes the world's largest heavy duty truck manufacturer, Daimler. Equally, we trust that you will help us find and win new customers by providing excellent support and technical expertise.

You will be a part of a small and highly efficient team and report directly to our Director Transportation Division Europe, who is based in Kista, Sweden. Your place of residence is flexible within Europe.

Responsibility

- Drive value based sales and marketing activities to promote Pure Lead AGM batteries technology towards the heavy duty truck and bus industry
- Identify new prospective customers
- Establish and help acquire new customers
- Establish, implement and plan technical sales and marketing activities
- Set up and execute technical sales presentations
- Drive qualification of Pure Lead AGM batteries towards existing and prospective customers
- Active participation in exhibition, events, seminar, forums

Experience and background

- Electrical engineering or service engineer in the Truck, Bus, or Automotive industry
- Experience from a technical sales role within the industry
- Confident and representative appearance in business
- Strong technical, social and communication skills
- Fluent in English, other languages is a plus (French, German, Spanish)

Key Success Factors

- Success driven
- High motivation, high energy level and result-oriented
- Ability to proactively execute and drive tasks to conclusion
- Flexibility and willingness to travel, including overnight stays

For the successful candidate, we can offer a position in a dynamic and international company where everyone contributes to making it a fun and professional working environment. We have a great corporate culture based on teamwork, integrity and strong leadership.

If you are the person we're looking for, with dedication and a positive attitude, we encourage you to submit your application and come join the NorthStar team.

Contact information

Please email your application with your CV to jobs@northstarsitetel.com

Questions about the position will be answered by Annika Rimér, HR Manager

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