

Ferral Components is recruiting a Sales Representative with technical skills

Ferral Components, part of the Nordic Flanges Group, continues to grow and is now strengthen the sales organization by recruiting a Sales Representative. We are seeking an experienced sales person with technical skills, to meet our customer's needs. You will work independently with clear goals and full support.

As a Sales representative for Ferral Components, you are a key player in our continued growth and expansion. You will have Finland as the main scope of work, although sales are also made to customers in other parts of the Nordic region.

Your main responsibilities will be to prepare and implement activities to strengthen the Nordic Flanges brand, increase the company's market presence and increase growth.

The employment will be linked to the head office in Kalajoki, Finland, but your work- and living location is flexible. The work tasks involve travelling and most of the time you will be out to meet our customers.

The key targets are OEM customers in the process- and manufacturing industry, and also technical consultants and leading technical wholesalers. Our customers are mainly located in Finland, other Nordic Countries and the Baltic countries.

You will be supported by a strong sales team containing Sales Support, Inside- and Outside sales representatives. We all work with our Customers best at Top of Mind!

Your work tasks:

- Identify and establish contact with new customers and create new business
- Strengthen and further develop existing customer relations and business
- Identify customer needs and new ways to increase our sales.
- Negotiate and meet agreements
- Receive requests and calculate quotes
- Arranging and participating in trade fair and customer events
- Back up the company's other sales team with custom work tasks

We believe that you are:

- Positive, service-oriented and trustworthy
- You have easy to create relationships and trust
- You are structured as a person and can plan, implement and follow up your own work
- You are consultative in your sales and have the ability to listen to the customers and colleges
- You appreciate being an important part of our sales team but work as well independently
- You are goal oriented, able to close deals and achieve results
- You can prioritize your work tasks and keep focus

In the recruitment we consider your skills and experience but value your personal qualities and person highest.

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Formal requirements

- Technical education alt. equivalent work experience and skills
- Experience from sales between companies (B2B)
- Very good computer skills and ability to work unobtrusively in MS Office, especially Excel
- Very good level of Finnish and English in speech and writing

We offer

An independent and exciting role, in a dynamic company with strong growth goals and continuous investments to back it up. We have strong core values and believe in Human Beings above Machines. We put our employees in the forefront. We provide basic and continues training and education in our systems, materials, products and processes. The salary is competitive and provide benefits, healthcare and regular staff activities and events.

Our company

Ferral Components is a part of Nordic Flanges Group, is a leading supplier of industrial flanges and components in the Nordic region. Our business concept is to solutions in stainless steel, aluminum and steel with the best customer service in the market. To meet our customers' high demands for efficiency, flexibility and quality, our offer is based on both proprietary and traded products in a centralized and customized logistics solution. The Group is listed on Nasdaq OMX First North, has 109 employees and exports to 33 countries.

Our own production of OEM products and flanges takes place in three factories: in Kalajoki, Finland, we produce large flanges and special components for industry.

In Örnköldsvik we make flanges in stainless steel, acid proof and titanium. The factory is among other things NORSOK certified and in Kronoby, Finland, we produce aluminum flanges

In this recruitment we cooperate with McCloud Miller Group.

Send your application to info@mcloudmiller.com or contact Jonas Brögger on cellphone +46 722 320 302. If you have questions about the role. Please contact Sales Manager Johan Isaksson, +46 736508487 or e-mail johan.isaksson@nordicflanges.com

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