

Fergas Group is a Global Company with HQ in Linköping, Sweden with manufacturing facilities in Sweden, China, USA and Italy and sales office in India. The company develops, manufacture, and sells blowers and fan systems to many industries including HVAC, appliances and automotive under the slogan "Your Global Partner in Air Moving solutions".

Vision of the company is to make our customers successful by following them around the world with world-class products and long-term relationships.

### **Key Account Sales Manager - Technical Sales in Global Group!**

We are currently conducting interviews for a senior level salesperson with strong interests in technology and innovation. Although a technical sales background would be beneficial, it is not a requirement associated to this position. A strong track record of interpersonal sales skills such as communication and relationship building along with experience working with automotive accounts is preferred. A driven personality who enjoys challenges, new cultures, and traveling are important characteristics. It will also be important that you are proficient in both the spoken and written English language.

#### Job description:

The job will require that you work with global key accounts including automotive customers as well as other industries in a wide-ranging global and local environment.

A significant portion of this job will involve traveling; however, you will need to remain flexible as both an "inside and outside salesperson". Following customer projects, writing quotes, and direct customer follow-up within the various Fergas business systems is required.

With the diverse global environment that Fergas operates within, it will be important to be proficient in working with other team members to offer customers creative technical solutions. As part of a very diverse account list you will be working in markets such as: HVAC, home and commercial appliances, automotive and commercial cooking to mention a few. Although Fergas HQ is centrally located in Linköping Sweden, the position offers flexibility allowing you to operate remotely.

We are looking for someone who:

- Is a relationship builder
- Has a technical background or a strong technical interest
- Has experience working with automotive industry
- Is driven, self-motivated and have a track record in sales
- Has ability in finding and managing business
- Takes initiative, can be flexible and is a creative solution finder
- Has strong interpersonal social skills and a team player
- Has ability to handle both small and global companies
- Is proficient in both English speaking and writing

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- Other language skills
- Experience in Office365 including Sharepoint & Teams
- Previously worked with sales of technical products in industries like : HVAC, Automotive, Commercial refrigeration or Home Appliances field.

Interested to come and join our team?

Please send your CV and a personal letter to Mr Henrik Ahlström at [hena@fergas.com](mailto:hena@fergas.com) or call +46 736540283 for more information.

**We are Fergas!**