

# skandiform

*Skandiform is one of Scandinavia's leading suppliers of furniture for offices and inspiring public spaces and is part of the Kinnarps interior design group. Skandiform furniture is represented in a large number of prestigious companies all over the world, such as Google in Zürich, the Nasdaq stock exchange in New York and Heathrow Airport in London. Head Office is located in Vinslöv with showrooms in Stockholm and Göteborg, Sweden, and Oslo in Norway. Skandiform has 28 employees and sales of SEK 90 million. Skandiform is ISO-certified for quality, environment and occupational health and safety, as well as being FSC certified. Efforts to continue to achieve successes in the field of long-term sustainability are a priority, and the company also follows guidelines for social responsibility. You can read more about this on [skandiform.se](http://skandiform.se)*

## Area Sales Manager Export, Skandiform

**We are looking for an experienced relationship builder with a passion for business skills and social events alongside a never-ending sales drive. Welcome to Skandiform and the responsibility for our export markets!**

We are offering you the post of Area Sales Manager for Export with responsibility for planning and driving sales in Skandiform's priority export markets. You will actively visit and canvass your customers, who include retailers and architects. You will initiate and drive promotional sales activities in your region, such as fairs, sales competitions and other events in your markets. You will ensure that retailers have up-to-date ranges and sufficient knowledge about our products, as well as being responsible for both general training and product training. Naturally, you will also be responsible for hitting budget targets. You will report to the Sales and Marketing Manager.

We are looking for someone who has achieved good sales results previously where relationships and networking have been in focus. Some form of international experience is a requirement for this post, preferably experience gained from a previous export sales post. Previous experience of working with retailers and/or architects would also be an advantage. The post requires fluent spoken and written English. Knowledge of German and/or French would also be an advantage.

We are flexible about where you live, but would prefer you to be near one of Sweden's major airports and expect that you will spend some of your time at our Vinslöv office. The post involves approximately 50-60 overnight stays per year.

Alongside your qualifications, your personal qualities are also very important. You must have a strong, self-directed sales drive, be commercially-oriented and have a proven track record of maintaining good business relationships. Your commitment and self-motivation are clear and your social profile is positive and open. Being happy and appreciated in social contexts and capable of establishing good long-term relationships will ensure your success in this post. You are also an organised person who can handle stress and meet your deadlines.

We hope that you recognise the person we are looking for in yourself and that you find the post we are offering appealing. We are very much looking forward to hearing from you!

*Skandiform is working in collaboration with Maxkompetens in this recruitment process. We will be working on the selection process on a continuous basis and look forward to receiving your application as soon as possible. The closing date for applications is 25 September 2018. Please send your application to [www.maxkompetens.se](http://www.maxkompetens.se). You are also welcome to contact Recruitment Manager Therese Hulte by phone on +46 (0) 44 781 44 80 or email at [therese.hulte@maxkompetens.se](mailto:therese.hulte@maxkompetens.se).*



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