



Account Manager, Gothenburg Honeywell, Fire System Nordics

Honeywell is a global leader in the areas of technology and advanced manufacturing processes. In more than 120 countries around the world, about 132,000 employees develop and manufacture reliable and state-of-the-art-products in the fields of Aerospace, Transportation and Power Systems, Specialty Materials and Automation and Control Solutions.

Honeywell is a global leader in commercial fire systems, smoke and gas detection, personal protective equipment, and remote healthcare monitoring. Our innovative products, integrated system solutions and services make life safer, more comfortable, more secure and more productive in every corner of our world.

The business in Sweden is growing, and we are seeking for a new sales position in Gothenburg.

Main Responsibilities:

- Visiting new and current customers in west/south part of Sweden and work with sales towards them,
- Visiting consultants for pre-sales work in west/south part of Sweden,
- Answering ongoing customer requests, designing system solutions and sending quotes to customers,
- Helping out with the first step in the order management process, but not enter the order into SAP,
- Selling our Emergency Light (EL) portfolio to wholesalers, electrical installers and fire service companies,
- Also some co-operation with our fire alarm partners in the area,
- Growing Honeywell's market share in the area,
- Travelling – 50% of the time.

Qualifications:

- Effective communication and interpersonal skills with a proven ability to work with teams,
- Creative and able to understand customer needs,
- Local business knowledge and good network,
- Background from Emergency Light business and system sales,
- Ability to work in a high growth environment,
- High drive and focused on customer needs,
- Goal-oriented and able to deliver on commitments,
- Diplomatic and able to build objective lines of argument/rationales for action and present viewpoints assertively,
- Good written and oral communication skills, fluency in Swedish and English.

We offer:

The successful candidate will have a competitive compensation package and be part of professional team. You will work with state of the art technology, we installs, integrate and maintain system that keeps facilities safe, secure and energy- efficient.

If you need some more information, please contact:

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