



**Conductix-Wampfler**, fully owned by French Delachaux Group, is one of the world leaders in the design and manufacture of efficient energy and data transmission systems for all types of mobile equipment and machinery. Conductix-Wampfler has 3 factories in Europe:

- Weil am Rhein in Germany for conductor rails, festoons and energy storage systems
- Belley in France for cable reels
- Agrate in Italy for hydraulic reels for OEM/mining

Company turnover is app 330 M € globally. With its own sales organizations and partners, Conductix-Wampfler is present in over 50 countries worldwide. Specialized in “Centers of Excellence” and production sites in three countries support global activities. With a combination of comprehensive global network, local sales and engineering teams, Conductix-Wampfler is able to handle large-scale, international projects, always supported by face-to-face local contact.

Conductix-Wampfler already has a very successful business in Finland with long-term relationship towards customers.

To further expand the business in Finland, we are searching for a

## Field Sales Engineer

### How You Will Make An Impact

As a field sales engineer in Finland, you will be responsible to improve the company’s market position in energy providing solutions by both finding customers and improving relationships with existing customers with recurrent business in the OEM and project sector.

In this role you will be reporting to the CEO in SMO Northern Europe, with the help of Country Manager in Finland. Conductix-Wampfler provides a network of product specialists and sales professionals to help you achieve your goals on a daily basis.

Working will be 100% heading out from home office, company provides the necessary IT tools. Since you will be working on your assignments with your clients 3 days a week, we believe that your home/workplace is situated in Southern Finland.

### What You Can Expect In This Role

While each day at Conductix-Wampfler is different, your core responsibilities will be:

- You advise our customers on the use of energy supply and handling systems and provide them with competent support in selecting the optimal application solution and relevant products. Your travel activity, within the whole of Finland, will be around 50% on average.
- You actively participate in the acquisition of new contacts. This also includes market observation, analysis of customer potential and the systematic expansion of existing business relationships.
- You create offers independently and follow them consistently until the contract is concluded.
- You are responsible for handling the projects you initiate. It is also important to integrate all internal and external interfaces (particularly our production sites in Germany, France and Italy) and, if necessary, coordinate activities in the international environment.
- Team up with the Product Managers and specialist inside Conductix-Wampfler.

### Your profile

- Self-starter with the ability to work on your own initiative and willing to travel in Finland.
- Fluent in Finnish and English. English is main language inside company.
- You have basic technical training (ideally electrical engineering) and have already gained professional experience in technical sales and project planning of capital goods that require explanation.
- You have strong negotiation skills and, in addition to your Finnish native language, you can also speak and write English. English is the main language inside organization.
- You are independent, reliable, resilient and communicative in solving and quickly processing problems and tasks.

### What you can expect from Conductix-Wampfler

We offer you a challenging and varied area of responsibility in an attractive and international working environment. The product training is carried out by our team in Finland and at the headquarter in Stockholm as well as in the factories in Europe.

### Interested?

Please submit your CV and your salary application by February 29<sup>th</sup> 2024 at [info.fi@conductix.com](mailto:info.fi@conductix.com).

For further information, please contact **Mr. Juha Ketola +358 34 399 211**.