

YOUR IDEAS.  
YOUR CAREER.



Around 3900 employees worldwide work every day at Balluff on high-quality sensor, identification and image processing solutions, including network technology and software for all automation requirements. They are our shapers of the future.

That's why, as a globally positioned family company, we always offer them the best conditions. Work with us on creating our customers' success and let's advance innovations together.

We are looking for a passionate and result-oriented team player in Göteborg as

## REMOTE SALES ACCOUNT MANAGER M/F/X

### These are your areas of responsibility

- Develop and maintain business relationship for assigned customers remotely
- Collect and proactively use the information on products/competitors' activities/customer requirement to implement the remote/virtual sales
- Identify your customers' needs and awake interest/demands,
- Use cross-/up-selling potential, drive Campaign Management and Sales Push
- Search, identify and follow up Opportunities at the customer, developing additional potential
- Use and track the input of qualified leads from Marketing Automation, for Campaigns and new Customers
- Technical-Commercial consulting for catalog business, standard products
- Turning Balluff as preferred supplier by the Customer

### Your skills and competencies

- You have a strong customer service orientation and use active listening to target the customer's needs
- You are in possession of remarkable negotiation skills and have an experience in account management of sales
- You have a proactive, self-motivated and empathetic personality (hunter/not farmer mentality)
- You have a high affinity for virtual, phone and digital channels and have an experience in the social selling
- You can count on a basic technical knowledge in electronics
- MS-Office, SAP Basic, C4C and communication tools

### What we are offering you

- A challenging role within a multinational organization
- To become part of a new, positive and developing Team
- Develop your business and commercial capacities
- Full internal training on Balluff portfolio of competence
- Possibility to grow in your role
- Possibility of smart working after trial period

### You want to make a difference with us?

**Then we look forward to receiving your application!**

Please forward your application (enclose CV) to [Robert.Nordstrom@balluff.se](mailto:Robert.Nordstrom@balluff.se) titling the mail "REMOTE SALES ACCOUNT MANAGER"

Balluff AB · Gamlestadsvägen 2, B19 · 415 11 Göteborg  
[www.balluff.com](http://www.balluff.com)