

Your heart beats for innovation and sustainability? JOIN US NOW!

In Quantron innovation and experience work together every day towards a more sustainable mobility. In our company you will find a flexible working environment with a unique high level of motivation. We have a fast-paced, exciting, and collaborative culture where you will have the possibility to quickly implement your ideas, with a low level of hierarchy and bureaucracy.



Market Development Manager – Nordics (m/f/d)

Full-Time

Key Tasks:

- Lead sales of the complete Quantron portfolio in the Nordics
- Develop and grow your market area, identifying and creating new business sales opportunities for sustainable mobility solutions
- Drive pipeline and orchestrate demand generation
- Support management with business planning and regular forecasting and reporting
- Implement business strategies (short, medium and long-term), securing and exceeding assigned targets on a quarterly and annual basis, in sync with the overall global strategy of Quantron
- Promote the transformation of Quantron from product to solution provider
- Establish and maintain long-term relationships based on knowledge of customer requirements and further develop contact to key customers and key opinion leaders
- Monitor market and competitor activities, record key market/industry trends and derive strategic directives
- Represent Quantron at relevant trade fairs and conferences



Requirements:

- Bachelor / Master degree
- 15+ years of experience in sales and/or business development, thereof 8-10 within the commercial vehicle industry
- Experience in e-Mobility and Start-Up environment is an advantage
- A self-starter with energy and drive to create, develop and realise
- Goal and result orientated
- Fluent in English and Norwegian, other Nordic languages and/or German are an advantage
- Resilient to working under time and management pressure and adapting to changing circumstances with a high degree of flexibility
- Sales leadership experience and strong customer orientation
- Experience in an international environment is an advantage
- Travel up to 75%

Why us?

- We work on sustainable mobility
- Combining expertise with passion you can quickly grow with us both in terms of skills and responsibilities
- For us Teamworking comes before hierarchy and approval process
- Flexible working schedule

We consider diversity as a crucial ingredient for our growth. As an equal opportunity employer, we base our talent acquisition decisions on skills and experience. What we value is energy, courage, and reliability. We look forward to receiving your application and learn something more about your story.

Join now the e-revolution in passenger and cargo transportation! 2022 is the year to #GROWWITHUS!

Send us a detailed application including a curriculum vitae and motivation letter to hr@quantron.net.

Want to know more about Quantron? Follow us on social media!



www.quantron.net