

Area Sales Manager

Job location: Tumba, Sweden

ABOUT US Steridose is a global company with headquarters in Tumba, Sweden. We are highly specialized in the design development and manufacturing of magnetic coupled mixers and radial diaphragm valves. Steridose is represented in important certifying and standards organizations, most notably and relevant to the pharmaceutical industry, ASME BioProcessing Equipment standards committee (BPE). We help develop the standards and Good Manufacturing Practices that minimize risk for process interference. Steridose partners with the best distributors and representatives in the industry all over the world. Together we become the perfect mix; a premium product with global references combined with local presence for product and application support.

VELCORA GROUP

Velcora was established 2015 when Roplan Group was acquired by the Nordic private-equity company FSN Capital in 2015. Velcora is listed on Nasdaq OMX Stockholm.

Velcora has a turnover of over 300 MSEK (38 MUSD), a good profitability and some 160 employees. The company is global with its headquarters located in Tumba, just south of Stockholm, Sweden and has subsidiaries in UK, Germany, USA and China.

Velcora consists of two main business areas: Roplan (mechanical seals for OEM customers worldwide) and Steridose, magnetic coupled mixers and radial diaphragm valves for the pharmaceutical industry (representing 15% of group revenue).

2018 AND FORWARD

The Velcora Group is focusing on a continued profitable growth through the *revamped* management team, strategic business development towards existing and new customers, an expanded global customer base, new business models, faster processes and acquisitions.

WHAT'S IN IT FOR YOU?

The right candidate will join a small team of ambitious managers working in a fast-paced environment to improve the performance of the business. He or she will have a clear mandate to drive change, to grow new as well as existing geographical markets and contribute to the overall performance.

You are a person that enjoys being empowered, held accountable and wants to prove yourself in an environment undergoing active transformation.

Candidate profile

Wants to be part of a journey where a well-positioned business is upgrading its business model finding new ways to tap into the products', as well as the distributor network's full potential. Keen to join a driven team with smart, passionate and results-oriented colleagues. No nonsense, low ego, self-starter.

Qualifications and experience

- Successfully served in a global export sales role for technical products
- Demonstrated capabilities to establish new markets and develop partnerships with distributors
- Academic degree or equivalent in Engineering and/or Sales & Marketing
- Fluent in Swedish and English
- Willing to travel 70-80 days per year
- Meritorious; experience from pharmaceutical or hygienic/food industry

Personality

- Analytical mind to help set priorities but high level of pragmatism in execution. Fact-driven
- Good people judgement. Motivates and inspires
- Follows through. Rolls-up sleeves. Switches without effort between mundane tasks, strategic decision-making, and everything in between.
- High integrity, humble, sees value of simplicity
- Engages well with others

We evaluate applications continuously, last date for application is August 31st 2018. Send your cover letter and resume to jobs@roplan.com