

Do you want to be part of an international team to bring in your ideas and talent to our innovative and exciting services for commercial vehicle workshops and contribute to our company's expansion into the Nordics? We, **Alltrucks GmbH und Co. KG**, are a joint venture of the three leading automotive suppliers Bosch, Knorr-Bremse and ZF. With our headquarter located in Munich, we support more than 700 workshop partners in 14 countries all over Europe by providing and developing efficient and forward-thinking services and solutions for commercial vehicle workshops for all trucks, trailers, buses, and off-highway vehicles.

For the introduction of our workshop concept and the development of our business in the Nordics we are looking for an experienced

## Technical Sales Consultant Nordics

for the roll-out of the workshop concept for commercial vehicles and once the network established for the support of the Alltrucks workshop partners.

### Job Description:

- Presentation of the Alltrucks concept and all the related services to potential customers.
- Conclude contractual agreements with commercial vehicles workshops as our network partners.
- Support and development for the workshop partners in all technical as well as business issues.
- Commercial and technical mentoring of the workshop partners, including software installations and maintenance.
- Actively perform or help to implement technical trainings in the region (would be an asset).
- Presentation and promotion of services and products.
- Support in the development of new services.
- Support in the development of a new concept for fleet customers.
- Link with the Headquarters team in Germany for solving operational issues.
- Participation and organization of meetings and fairs, as well as partner events.
- Extensive travels around the region (Norway, Sweden, Denmark, and later Finland) with periodical meetings abroad.

### Qualifications:

- Business or Engineering degree/or proven equivalent technical background.
- At least 7 years of experience in the commercial vehicles sector (heavy trucks, buses, and trailers), with a knowledge of workshop processes and performance indicators.
- Very good technical know-how in the commercial vehicles sector.
- Possibly sales experience or career changer with commercial vehicles background.
- Good communication skills, persuasion power and customer orientation.
- Creativity, self-motivation and acting proactively would complete the profile.
- Native speaker of one of the Nordic languages and proficient in English.
- Use of PC (Word, Excel, Power Point)

### We offer you:

- A permanent work contract.
- An attractive salary package.
- A company car, also for private use.
- Excellent development possibilities.

Are you interested to build up the business in the Nordics? Then we look forward to receiving your application together with remuneration level and availability at the following email address: [jobs@alltrucks.com](mailto:jobs@alltrucks.com)

For further information please visit our homepage [www.alltrucks.com](http://www.alltrucks.com)