

Sales Director / Senior Manager Sales

We are looking for a motivated *Sales Director / Senior Manager - Sales* to strengthen our Marine business unit and contribute to Marioff's growth strategy.

You will lead the global Marine New Build and lifecycle service solution sales and be responsible for development and execution of sales, marketing and customer account plans by nurturing existing and generating new customer relationships.

As a supervisor of the sales team you will also take care of resource management, recruiting, coaching and talent development, as well as sales process and tools development. You will be a part of Marine business unit Leadership Team.

Major responsibilities:

- Lead the New Build and lifecycle service solution sales and marketing activities in Marine business unit
- Lead and coach the sales team, assign annual targets and set development plans for team members
- Develop and implement sales-, customer account- and marketing plans
- Develop and monitor use of sales tools and processes
- Set and follow pricing strategy and guidelines
- Ensure professional and prompt customer care by sales team
- Pipeline forecasting and sales reporting
- Lead the business intelligence activities and follow industry developments and competitor activities
- Build and nurture relationships with key customers and decision makers in Marine industry

Required qualifications:

- Minimum 10 years' proven track record in international B2B Sales and people management
- Strong leadership and coaching skills
- Master's or Bachelor's degree in Engineering or Economics
- Fluent English, both spoken and written

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- Good social, communication and collaboration skills
- Sales and customer oriented mind-set
- Strong technical and commercial business understanding
- This position requires travelling

We will also appreciate in a candidate:

- Marine industry experience
- Finnish and/or other language skills
- Experience with sales tools and process development & implementation
- Ability to multitask and work in a fast-paced environment

We offer you an interesting and challenging role in a company with innovative technology solutions, global customers and dynamic international work environment. The position is located Marioff Corporation headquarters' modern premises in Plaza Business Park HALO, Vantaa.

Further information:

Juha Ilvonen
Director, Marine Business
Tel. 050 300 4789

Please send your application and CV to recruiting@marioff.fi by **14th April 2019** with your salary request. Kindly mark the position applied for and your name in the email subject field. Label all attachments with your name.

Marioff is a global leader and innovator of the water mist fire protection technology. We design, develop and maintain HI-FOG® water mist fire protection solutions that enhance safety in buildings, industrial applications and at sea, all over the world. There are over 400 motivated professionals working at Marioff. Our head office and factory are in Finland, we have subsidiaries in France, Germany, Italy, Russia, Spain, Sweden and UK and service customers globally together with our certified partners. Marioff is a part of Carrier, a leading global provider of innovative HVAC, refrigeration, fire, security and building automation technologies. For more information, visit www.marioff.com.



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