

Sales / Key Account Manager

We are looking for a *Sales / Key Account Manager* for our Marine Business Unit to respond to growing aftermarket services demand. As a Sales / Key Account Manager you are responsible for promoting HI-FOG® service portfolio including system modernizations and upgrades, service contracts and preventive maintenance service projects to defined HI-FOG® customer accounts in Marine segments globally. Your task is also to maintain and develop relationships with defined Key Account customers consisting of ship operators.

Ideal candidate has enthusiasm in sales, customer-driven attitude and experience in marine industry enabling to understand customer needs and to find solutions accordingly together with our sales support, project management and field operations teams. The successful applicant also shows commitment in growing our aftermarket business and is comfortable to work in an international business environment.

We require:

- Work experience in Marine industry
- At least three years of system sales or project experience in international environment
- Fluent English, both spoken and written
- Effective negotiation and communication skills
- Sales and customer oriented attitude
- Good technical knowledge
- Willingness to travel
- Masters or Bachelor degree in Engineering or Economics

Beneficial:

- Finnish and other language skills
- Multitasking and ability to work in a fast-paced environment with tight deadlines

We offer you a dynamic and international work environment in a company with high technology products and a strong growth strategy. The position is located at Marioff Corporation headquarters in Plaza Business Park HALO, Vantaa.

Further information:

Mika Karjalainen
Sales Director
Marine Business Unit
Tel. +358 50 3813 412

Please send your application and CV to recruiting@marioff.fi by September 13, 2019 with your salary request. Kindly mark the position applied for and your name in the email subject field and 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 heating, ventilating and air conditioning (HVAC), refrigeration, fire, security and building automation technologies. For more information, visit www.marioff.com.