



**MEMOTEKNIK**

## **Memoteknik is hiring! Are you our new Global Account Manager?**

### **About Memoteknik**

Memoteknik is a Swedish product development company within the broadband and telecommunications industry. In close cooperation with customers and manufacturers, we develop innovative solutions with a simple handling. Corporate headquarter is located in Skellefteå, Sweden with manufacturing facilities in Sweden and Asia. Examples of our customers are Ericsson, TeliaSonera and Rosenberger.

Memoteknik is expanding the business and as an important step in reaching our goals, we need to increase our efforts in sales. We are looking for our new Global Account Manager.

### **Job Description**

- You will be responsible for building Memoteknik global sales including incentive to increase sales for Memoteknik product line QuickGrip
- Secure new business while managing tactical accounts in establishing a predictable revenue stream and steady pipeline of business.
- Develop strategic long term customer relationships including identifying their core requirements.
- Identify potential third party relations that Memoteknik may need to develop.
- Generate quotations, contracts and presentations.
- Contract and price negotiations with the customer purchasing organizations.
- Deliver accurate and timely forecast.
- Develop thorough account plans for key accounts.
- Travel required to China and EU countries.

### **Experience, qualification and personal**

- A track record of owning telecommunications technology based global account relationships, preferably with field site solutions.
- Proven campaign management skills spanning the entire sales development cycle from identifying and qualifying opportunities and ongoing relationship management.
- Strong knowledge of regional cultural difference and how these will impact the management of global accounts.
- Results oriented with proven ability to delivery against targets.
- Articulate verbally and in writing in English and Swedish. Chinese is a plus.



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- Commercially astute, with the ability to promote Memoteknik solutions on a conceptual basis and presenting Memoteknik business benefits and product features.
- Excellent negotiation skills, understanding of the legal aspects of business and help our customers develop.
- University degree in engineering or economics.

We see your personal qualities equally as important as your practical experience and intuition in combination with the ability to work in a focused direction. You must have the ability to inspire confidence and build lasting and strong relationships with our customers. To achieve this, excellent communication, presentation skills, being a team member and having a solid understanding of our customer's' needs is a priority. We are seeking a ambitious and well-structured leader that delivers results.

#### **Application**

Want to make a difference and be part of Memoteknik success? Mail your application and CV to Gabriella Rymark at [gabriella.rymark@memoteknik.com](mailto:gabriella.rymark@memoteknik.com). The selection of applications is ongoing. If you have any questions email or call +46 733 28 66 99.

Welcome to our team!