

Business Manager (Salo, Finland)

Noratel is a global manufacturer of power magnetics. Our vision is to become the leading strategic partner of high-class solutions for electrical transformation worldwide by delivering outstanding quality, service, competitiveness, and innovation that will help our customers succeeding in their markets.

We are looking for an experienced and talented business manager to join our dynamic and ambitious Nordic management team. As a core part of the company strategy, Noratel Finland OY seeks to hire a Business Manager who will report to the Managing Director of Noratel business units in Finland, Norway and Denmark. So, if having a broad set of responsibilities is appealing to you, then please contact us.

Overall Responsibilities:

The Business Manager will have responsibility for developing, managing, and driving Business Development within the Nordic region. Primary focus will be on Finland, however managerial support and responsibilities towards our sales organisation in Norway and Denmark also applies.

Responsibilities:

- Work with the Nordic and Group Management teams to help define Nordic business development/sales /channel strategy
- Support and drive new business development across the region, with main focus on the Finish market
- Develop assigned accounts across the region
- Delivering both short- and long-term strategic plans for assigned accounts and territories
- Optimize Noratel sales performance within nominated territories
- Manage nominated business development territories with Noratel's annual budgetary requirements for each assigned territory and accounts, delivering maximum profitability
- Manage weekly & monthly reporting on business development and sales
- Review and assess monthly reporting to effect / adapt regional strategy
- Ongoing management of monthly forecasts for assigned territories and key accounts
- Work with the European marketing team to deliver activities to:
 - Plan and execute territory marketing plans
 - Drive greater visibility & brand awareness
 - Drive greater online visibility by utilising social media and cooperating with corporate team
- Work with the corporate management to analyse assigned territory, accounts performance and ROI to help deliver improved investment direction
- Support with general business management

Qualifications:

- At least 8+ years European sales experience in power magnetics(desired)
- Experience from industries such as infrastructure, wind power, ship & offshore, rail, medical technology and eMobility(desired)
- A proven track record in business development and sales management within the Nordic region (especially Finland)
- Strong hunter mentality & track record
- A confident and assertive communicator with strong influencing skills
- Good analytical skills, and adept in working with all business tools (Excel, PowerPoint, Business management systems)
- Ability to build strong working relationships with people at all levels
- Excellent presentation skills; Good report writing skills

- Strong negotiation skills
- At minimum fluent in Finnish and English
- Danish and/or Norwegian language skills an advantage, but not a requirement

Characteristics

- Entrepreneurial spirit with lots of energy
- Self-motivated with drive and enthusiasm
- Excellent team-worker
- Creative and innovative in his/her approach to problem solving
- Strong sense of initiative and ability to work remotely
- Ambitious

Noratel can offer you:

- Interesting and challenging tasks
- Competitive salary
- Pension and insurance scheme
- A great team of colleagues

Working at Noratel Finland:

Noratel Finland OY is a company with 39 employees located in Salo, Finland. We have established us as a leading provider in Finland since our establishment in 1974. Noratel Finland is proud to design and manufacture the most comprehensive range of transformers, reactors and power supplies. We also serve group companies and customers in industries such as renewable energy, Ship & offshore, medical technology, industrial automation, motor drives, rail and eMobility. Noratel Finland is dedicated to creating an inclusive working environment that encompasses diversity and equal opportunities. In addition to competitive terms, you will have the chance to develop your personal profile and career in an international environment. Our success will encompass the well-being of our existing and future employees and minimization of our carbon footprint.

About Noratel Group:

Noratel was established in 1925 and is servicing industry worldwide, evolving to meet the ever-changing demands of our customers. Today we are a leading global provider, proud to offer the most comprehensive range of transformers, reactors and power supplies. Besides a comprehensive standard range product portfolio, the majority of Noratel production is dedicated to custom design and manufacturing to meet the requirements of OEM customers. Noratel employs 2000+ people across 13 countries in Europe, Asia and North America. Corporate headquarters is based in Hokksund, Norway.

Seniority Level

- Mid-Senior level

Industry

- Power magnetics

Employment Type

- Full-time

Job Functions

- Business Development & Sales

Start date:

- To be agreed

For more details about the position, contact:

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- Pål Gulbrandsen email: paal.gulbrandsen@noratel.com or telephone: +47 473 77 013

Location:

- Salo, Finland