

# TECHNICAL SALES DIRECTOR (EUROPE & NORDIC)

*Image Systems is a world leader in the high end segment of image analysis and image processing for precise measurement. We are counting among our customers the majority of the world's car manufacturers, defence forces, space agencies, universities and other well-known players within technology and manufacturing.*

## OUR OFFER

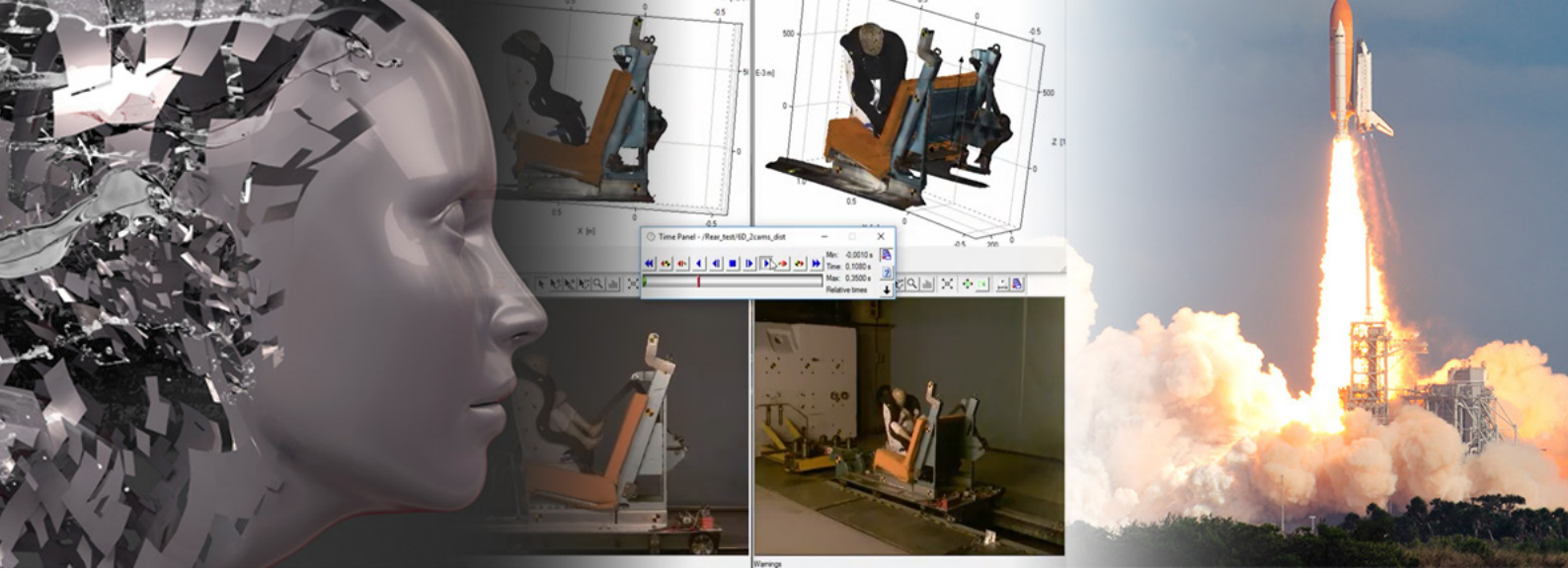
We are looking for a Technical Sales Director that will be our world-wide sales force with technical knowledge, capable to perform on-site demonstrations, business meetings and discussions. You will report to our VP Sales and travel extensively throughout the Nordic and European countries. You will be meeting the targets regarding Order Intake and Sales selected international markets. Give input for the development of the market based on feed-back from the market. Act from time to time as support to the other functions within Image Systems.

## ABOUT THE ROLE

As our Technical Sales Director you will be a part of our Sales team including four Sales Directors placed around the world. It's an independent role where you act on own initiatives and in cooperation with others create and close business opportunities followed by prospects and sales target. You will maintain and develop strong business relationships on selected markets. Meet and discuss with partners or end users to collect information of future needs. Continuously perform and document required competitor analysis. Document all business activities, quotation letters, sales price calculations, agreements, and contractual documents according to Image Systems Business Process. Participate actively in the Business Planning Process in the company.

## YOUR PROFILE

We assume you have a Master's degree in a technical field. Experience in imaging technology, test & measurements is a requirement. You're able to combine your technical skills, creativity and understanding of imaging in order to give our customers the best available sales support on the market. You like to interact with different people from different cultural backgrounds and mind-sets.



You are result oriented with passion, have business focus and take pride in delivering fast and correct solutions. You have energy and passion for achievements coupled with social competence. You are a positive and confident communicator able to influence other people.

You have good communication skills in English. Any other languages are considered an advantage. A driver's license is required

Your base will preferably be in our headquarters in Linköping, Sweden, but possible from other strategic locations around the world (open for discussion).

## **APPLY**

Image Systems cooperates with Paragera AB in this recruitment.

You're welcome to apply for the position through [www.paragera.se/lediga-jobb/](http://www.paragera.se/lediga-jobb/).

Last day to apply is **22 March 2020**.

If you have questions concerning the recruitment process you're welcome to contact Recruitment Consultant Jessica Svalberg, +46708-11 09 82, [jessica.svalberg@imagesystems.se](mailto:jessica.svalberg@imagesystems.se).

For questions concerning the position you're welcome to contact Managing Director Ohad Zangi +972-54-4509646, [ohad.zangi@imagesystems.se](mailto:ohad.zangi@imagesystems.se).  
Apply today, selections will be ongoing.