

## Account Manager – OEM & Distribution Business – Nordics

### WOLONG ATB Sales & Marketing Center

**WOLONG GROUP** is one of the leading manufacturers of Power Drive System solutions and world's 3<sup>rd</sup> largest producer of electric motors. More than 18.000 people employed worldwide whereof 3.000 in Europe. The product portfolio covers motors and inverters, generators, power supply batteries and transformers and other related products, in a power range from a few Watt to 135 Megawatts. The European Sales Headquarter of Wolong International is located in Mönchengladbach, Germany.

In our sales organization ATB Motors B.V, we are looking for an Account Manager, based in Finland, Sweden or Denmark.

**Job Summary:** We are looking for an Account Manager who will be the key point of contact to customers, mainly in the OEM market in the Western European countries. WOLONG ATB produces electric motors and drive systems, mainly for customer-specific solutions in small and large series. You will be working with many different industrial segments e.g. Wind, Marine, Oil&Gas, Home Appliance etc.

#### Your Responsibilities

- Maintain key account customers and develop new customers in the responsible regions;
- Responsible for tendering and contract negotiations;
- Maintain customer contacts with the relevant decision-makers at the end-user, EPC and OEM levels;
- Process complaints and working closely with Customer Service Team;
- Explore market potential and identify new areas of application;
- Prepare market analysis, competitor analysis, marketing plans as well as budgets;
- Preparation of KAM reporting;
- Participation in fairs and customer events etc.

#### Your Qualifications

- Successful completion of the study of Electrical Engineering or Mechanical Engineering;
- 3+ years of experience in motor sales as well as other technical products, preferably in areas of Fumex Motors, LV Explosion Proof Motors, or HVAC Motors;
- Excellent communication skills in one of Nordic languages and English both in verbal and written; additional language will be a bonus
- Willingness to travel;
- High degree of commitment, goal orientation and self-motivation;
- Able to work independently;
- Good problem-solving skills, enjoy teamwork;
- Your place of residence should be in the sales region.

#### What We Offer

- Competitive salary package with attractive incentive bonuses;
- A permanent employment contract;
- 30 days holidays;
- Home office option;
- Free parking places onsite;
- An international and highly motivated team;
- New challenges in an exciting, dynamic and competitive market with great growth opportunities.

#### Want to be part of Wolong family?

Then submit your application in English to :

[WL-Recruitment.EUsales@atb.wolong.com](mailto:WL-Recruitment.EUsales@atb.wolong.com)

Please send us your CV and/or the Cover Letter with indication of your salary expectation and the earliest start date.

#### About Our Company And Culture

Wolong develops new technologies and innovations in the areas of electric motors and drives. We cover a wide range of applications from home appliance to heavy industry. We have strong focus on sustainability and circularity.

Visit our homepage for more details.

[www.wolong-electric.com](http://www.wolong-electric.com)