



## Area Sales Manager at BITO Storage Systems Nordic in Sweden!

Do you want to be part of designing your new customers' storage and logistics areas? At BITO we are specialists in storage and order picking solutions with a clear focus on quality, tailoring our solutions to the specific needs of our customers and their industries. Now you have the chance to join our Swedish sales team, where you and your colleagues will be part of our continuous efforts to expand BITO Storage Systems Nordic in the Swedish market.

### About the position

BITO is one of the few single service providers in intralogistics offering all technical components for storage solutions. From catalogue products to large-scale logistics systems; from shelving for workshops, factories, and offices to compact pallet racking for our customers' logistics facilities; from small storage bins to large containers for efficient transport and product handling. In this role you will be part of BITO's continued establishment in the Swedish market. It is a key role for an experienced, goal-oriented salesperson with technical competences.

You will be responsible for finding customers and projects and work on them until deals are closed. The position offers varied and educational work with amazing products and extensive customer contact. It also involves working independently or in consultation with experienced colleagues to provide new and existing customers with the best and smartest solutions for their needs.

### A selection of your responsibilities in this role

- Search for new sales opportunities within your territory.
- Achieve set targets for customer calls, both with potential new customers and existing customers.
- Achieve sales goals for your territory/account(s) based on strategies provided by sales management and ensure strong forecasting and follow-up.
- Contribute to long-term profitable growth.
- Work with the Sales Director Sweden (based in Finland) to develop our customers and ensure the right activities in the market.
- Be a strong ambassador for BITO and have a strong presence with the customers in your region.
- Discover undetected customer needs and directing them with excellence through your strong sales skills.
- Strengthen customer relationships at all levels of the organization.
- Coordinate with marketing, contribute to a high level of customer service, and have a good understanding of our entire chain, from manufacturing to implementation at the customer.
- Influence customer decisions regarding new solutions and products through your technical understanding of our customers and their needs.





When not being on the road, you will work from home as we currently do not have an office in Sweden. A company car is included in the position. Your sales area will be the south-western part of Sweden, but you will work as part of the entire team to support the entire Swedish market.

### **Your personal skills**

In this recruitment, your personal characteristics are of great importance! By nature, you are communicative, and you always strive for a high level of solution orientation. You know how to work independently, you are self-motivating, and able to organize your own work.

- You have at least 3 years of experience in a similar role in a related industry.
- Knowledge and experience in warehousing, logistics, and supply chain is a plus.
- You are likely to have some form of technical background, although previous relevant B2B sales experience is a higher priority.
- You must have strong analytical skills, a commercial mindset along with strong negotiation skills.
- You must have a business-minded approach to seeing connections between needs and business opportunities.
- You must also have strong problem-solving skills and the ability to drive sales to completion.
- You are equally comfortable in both business and technical contexts, and you interact easily with your customers.

The role requires excellent English and Swedish language skills both spoken and written. In addition, we expect you to have exceptional presentation skills, be a regular user of MS Office, and have experience with business systems.

Please send us your motivated application and resume to [HRNordic@bito.com](mailto:HRNordic@bito.com) latest by June 3, 2024, and you will hear from us. Consolidated interviews will be held in June and expected employment start is September or October 2024.

### **Who are BITO Storage Systems Nordic?**

We are part of BITO Lagertechnik Bittmann GmbH in Meisenheim, Germany founded in 1845. The headquarters, research, development, and production facilities are in the same geographical area. In BITO Nordic we are 28 committed employees based in Denmark, Finland, and Sweden. Our customer-oriented and innovative product range, together with our competences as a turnkey intralogistics provider, make us one of the leading players in intralogistics in Europe with more than 70,000 customers. The BITO Group has +1000 employees.

