



TIP Trailer Services, Sweden

Key Account Manager

TIP Trailer Services is Europe's leading equipment service providers specialized in leasing and rental of trucks, trailers, tankers, and other equipment as well as a broad range of services including maintenance, fleet management, and telematics.

TIP Trailer Services has more than 70 branches located in 16 countries and works independently from equipment manufacturers and banks allowing them to find the best possible solution to any transport related need of their customers.

TIP Trailer Services is now looking for a committed Key Account Manager for Sweden.

The Role:

As Key Account Manager you will be responsible for the planning and execution of sales activities and fulfilment of the sales targets for large accounts throughout Sweden, with major focus on Skåne area.

One of your major tasks is to support the sales of the TIP Trailer Services' product line and services with focus on sales and services of trucks towards existing and new large and medium accounts as well as initiating cooperation with all major accounts within the transport industry in Sweden.

The following are some of the major targets and responsibility areas

- Expand the number of customer leasing of trucks to existing customers.
- Ensure that TIP is a part of all major current and potential customers in the market for new trucks.
- Ensure and develop cooperation agreements with all major purchasing and transport corporations.
- Ensure that data bases are updated towards the potential market.
- Responsible for the sales and all the necessary documentations in this respect.
- Responsible for the introduction to the support functions of TIP (workshop, spare parts etc.) to ensure the future cooperation and service will function optimal.
- Responsible of delivering the trucks as agreed.
- Reporting of all competition activities.
- To be loyal towards all TIP's products – in other words – be the best ambassador.

In the perfect world you will live in the southern part of Sweden – but the most important thing is that you are the right person, and that you can see yourself in the most rapid expanding company within the transport industry in Europa.

You will have the possibility of working from home as well as from the offices in Helsingborg.

Candidate profile:

We are looking for a candidate with a high energy drive, who is result oriented and who works in a well-structured way and with a long term view on sales and relations.

You are used to working as a KAM and is used to follow up on your customers and projects.

You are mature, robust, and outgoing, and has proven that good results come from good preparation and planning.



You can recognize yourself through these points....

- You have a strong focus on sales and the procedures connected with sales – a SALESMAN WITH A BIG “S”
- You have KAM experience with sales and leasing of heavy equipment/trucks/vans on the Swedish market.
- You have the tools to deliver a trustworthy and professional service, so the customer will get the best possible solution.
- You are a person who can establish trust and strong relations – long lasting.
- You have a strategic mindset with focus on sales – on long term basis.
- You are a true “merchant” with a strong understanding of numbers.
- Team player with a sense of good humor and “can-do- attitude”.

You will report to the Commercial Manager for Sweden.

You will in addition to this have a strong network to support you in all aspects, no matter if it is within sales, marketing, technical matters, or any complicated solutions.

Application

Interviews will be conducted currently, therefore please send your application (in English) as soon as possible, and always feel welcome to contact Lasse Fredskov, Autosearch, for further information (+45 2045 8066, LF@autosearch.dk) or Lars Nikolajsen, Autosearch (+45 51510467, LN@autosearch.dk)