

LUKOIL is one of the world's leading vertically integrated oil & gas companies. Main activities of the Company are exploration and production of oil & gas, production of petroleum products and petrochemicals, and marketing of these outputs. LUKOIL Lubricants, part of the LUKOIL group, is focusing on the Lubricants Business, and is dedicated to develop its presence in Europe.

**For our Nordic Team, we are looking for a:**

## **Automotive Sales Manager (m/f)** **(located in Stockholm Sweden)**

### **Your tasks:**

- Further develop the industrial sales business in Nordic in cooperation with the existing team
- Acquire new key accounts in the automotive sector as well as build and maintain sustainable, long- term customer relations
- Ensure profitable growth of major key accounts in the region
- Create tailored sales concepts and service offers for new and existing customers
- Analyze the lubricants market and related competitors on regular basis
- Provide technical support and information to customers
- Report to the Country Manager in terms of sales figures, key accounts and local activities

### **Your profile:**

- University degree in preferably **technical or economic studies (BA, MA)** or equivalent long-term professional experience in a similar job
- 3-5 years relevant experience as Key Account Manager or Sales Manager in the lubricant business – preferably within automotive industry
- Extensive communication, negotiation and selling skills
- Enhanced understanding of technic related topics and experience with conducting workshops or technical trainings at customers
- Accuracy and a good sense for figures
- Excellent English and Swedish language skills (C1) – written and oral
- Driving License B (mandatory) and a high willingness to travel

### **Our offer:**

- Working environment within an international company and a cooperative team
- Possibility for personal development within the company
- Market compliant salary according to qualification and experience
- Home office**, company car and other additional incentives

If you can offer the requested education and experience and want to take on a fresh challenge, please contact us with your CV in English at [jobs-lubricants@lukoil.com](mailto:jobs-lubricants@lukoil.com)

Are you ready to move forward with us?  
LUKOIL - Always moving forward

Our **Vision** is to be all OEM's **1 choice** due to;  
Best product quality, **1 class**  
customer experience with flexible  
service and willingness to **Invest** in  
the downstream business and be a  
local player with a **Global presence**.