



JOIN OUR TEAM

For our Nordic team in **Sweden**, we are looking for an:

Area Sales Manager Automotive/Dealer/Industry

Your tasks:

- Implement the sales strategy in accordance with the defined objectives for the country
- Further develop our customers on commercial level
- Support our customers in terms of technical questions concerning specifications and applications of various lubricants products
- Improve sales volume and margin of all lubricant products
- Create and execute marketing activities and events together with the customers
- Monitor and analyse the lubricants market as well as competitor's products
- Create technical presentations and fact sheets and perform commercial and technical trainings
- Handle complaints in cooperation with the Customer Service Centre
- Report regularly activities and results to the management

Your profile:

- University degree in either technical or commercial studies
- 3-5 years of relevant professional experience as Area Sales Manager or Sales Engineer, preferably in the lubricants business
- Solid understanding of technical topics as well as enhanced understanding of business processes
- Distinct communication and presentation skills as well as a strong customer orientation
- Efficient, structured and service-oriented working style as well as hands-on mentality
- Solid knowledge of MS Office; QlikView and CRM skills advantageous
- Excellent English and Swedish language skills– written and oral, Danish/Norwegian beneficial
- Driving License B (mandatory) and high willingness to travel

Our offer:

- Exciting work environment within an international organization and a cooperative team
- Possibility for personal development within the company
- Market compliant salary according to qualification and experience as well as home office and car allowance

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@eu.lukoil.com

Last day for application 12th of November 2021

LUKOIL Lubricants Company is a subsidiary of PJSC LUKOIL and has its core business in the production and sale of high-quality lubricants and greases. LUKOIL Lubricants Europe GmbH has been active in Europe since 2011 and has two of its own lubricant plants in Austria and Finland. It supplies the European market through 8 LUKOIL branches and an extensive dealer network in Northern, Central and Western Europe with a broad portfolio of finished lubricants, various other oil products and chemicals.

You can read more at: lukoil-lubricants.eu/se/Career/LUKOILLubricantsasEmployer