



”Work at the forefront with Siemens smart PLM Solutions”

Zenith Systems is a part of Summ Systems, which is a Scandinavian company group divided into 5 different offices. We are a strategic partner to Siemens PLM Software with a focus on leading software solutions and services to manufacturing industry and technology consultants in the Nordic region. Summ Systems is associated with Siemens products Teamcenter, NX CAD / NX CAM, Plant Simulation, Process Simulate, Virtual commissioning, QMS and Solid Edge and services around these.

Territory Sales Manager

JOB DESCRIPTION

- You will be responsible for selling Siemens PLM's software solutions and related services (training, integration & consulting services) to new and existing customers in your sales territory, based in Oslo
- As Territory Sales Manager, you are responsible for the entire sales process from creating leads to closing deals. You work closely with our marketing department and our technical Team Leaders for each product area
- The target group in your region is manufacturing industrial companies of all sizes. To ensure a positive development, our entire existing sales department is there to support you during the start-up phase.
- To succeed, a high level of activity is required, which includes cold calls, market activities, customer visits with presentations, exhibitions at fairs, roadshows, etc. Your primary contacts are decision makers and leaders in design, production and quality

QUALIFICATIONS

- > Technically interested with the customer in focus. Advantage of CAD / CAM / PLM knowledge
- > Ability to build relationships
- > Communicates freely in Norwegian and English in speech and writing
- > Solution-oriented & self-propelled with a great interest in customer development
- > Is positively set to travel in the service
- > Holds a driver's license
- > Work experience: System sales person 1–2 years of experience or similar

OPPORTUNITY

If you are a person who is committed, enterprising and humble then you will enjoy working with us at Summ Systems. You will have a competitive salary with benefits. We are a young and dynamic company with great potential for influence and great development opportunities. We are a company that encourages diversity, breadth and equality. Of course, all applications are handled strictly confidential

Welcome with your application: work@summsystems.com

Read more about us and where we have our offices at www.summsystems.com

Any questions answered by David Enebrand +46 706 84 15 37