



Technical Sales Finland (m/k)

Distribution / Sweden

MAX FRANK AB is seeking a driven and skilled Technical Salesperson, with responsibility for the Finnish market, to join our expanding team.

Do you have experience in the concrete, construction or precast industry?

Are you passionate about sales and building long-term relationships?

Do you want to be part of an expanding international company, working with comprehensive technical solutions? Then this could be the ideal position for you.

MAX FRANK AB is part of the MAX FRANK Group - a family owned company which employs over 850 people worldwide. The internationally operative group of companies includes 17 subsidiaries in Europe, North America, Asia, Australia and the Middle East, and we are also represented by long-standing trade partners in many more countries.

MAX FRANK AB has developed successfully over the last 5 years and is a major player throughout the Nordic construction market. Our continuous growth and success are the result of satisfied customers, together with our strong and reliable foundation of values. Situated in Malmö, Sweden, the head office for the Nordic countries currently employs 25 people across its office and warehouses.

Overview:

Max Frank AB established a Finnish branch in January 2019 with a primary focus on precasters and key customers. We aim to continue to evolve the Finnish business by incorporating a diverse role in a growing global company, supported by a high-quality product portfolio. As a technical salesperson, you will be given the flexibility to plan your time and strategy to reach set goals. For the right candidate, this is an opportunity for a business-focused role where customer service and building long-term relationships are the main focus.

About the position:

Reporting to the CEO in Sweden, you will be responsible for the market success of our products and solutions across the Finnish construction market. This position provides a unique opportunity to shape the future businesses; to build, structure and lead the growth journey and innovation of the MAX FRANK Group. You will build upon working relationships with our existing customer base as well as having a strong focus on processing and establishing new customers and relationships. The role provides an opportunity of great flexibility but also requires organisation skills as you will plan and structure your workday schedules and appointments. The role entails some travel, primarily throughout the territory/region.

Expected Skills and Qualifications:

The suitable candidate should

- Have a strong technical background with experience of the concrete industry, for example: technical sales, construction site management, precast industry management or design engineering office.

Max Frank AB

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- Enjoy working independently, but also as part of a strong international team, effectively planning your time and travels.
- Demonstrate a well-structured working method and the ability to act both strategically and operationally.
- Be willing to travel throughout the territory/region with overnight stays as required.
- Speak fluent Finnish and English, both written and verbal are mandatory.
- Hold a valid driving license.

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