



Interim Area Sales Manager France with a business development profile for a Swedish industrial

OUR CLIENT

Our Client Company is a world leading provider of products and solutions for manufacturing critical and high-performance industrial parts. The company is based in Sweden with a strong global customer base in the aerospace, energy and automotive sectors.

Despite a world leading position and a long history in France, the Company has not been able to capture the French market potential. Now, Management has decided to engage a seasoned Interim Executive based in France to lead the effort to find and implement the way forward.

MISSION

The Interim Area Sales Manager has two concurrent missions for the coming 6-8 months:

- Short run, develop existing and near term business opportunities in France by marketing and high-level selling to identified potential and existing customers with support from Sweden.
- For the longer run, develop and implement a revised 'go to market' strategy finding and engaging one or more agents in France that see the potential in offering a strong complementary business line to their target customers.

PROFILE

The ideal candidate meet the following criteria

- Business development mindset and acumen combined with strong analytical skills and ability to build business cases and influence decisionmakers at the CEO and Board level
- Strong drive to succeed and willingness to do the required work combined with proven ability to work largely alone with case-by-case support from Sweden
- Successful track record of marketing and selling products requiring strong and well documented business cases, ideally industrial manufacturing systems
- Comfortable working in the manufacturing industry, ideally automotive and aerospace.
- Extensive experience of developing and doing business in France with knowledge of French business culture and social codes
- Fluency in French and English, both verbal and in writing, is a must

ABOUT NORDIC INTERIM AB

Nordic Interim (www.nordicinterim.com), founded in 2004, is the largest and the leading Interim & Transformation Management Company in the Nordics helping companies and organizations overcome extraordinary business challenges, drive transformation and temporary fill critical roles.

Please address your interest to: j.peterson@nordicinterim.com; +46 8 503 85500 Janeric Peterson