

# Area Sales Manager to NCS Colour

Do you want a key role in a colourful international organisation that works with colour in all nuances? With us, you get to work with physical products and digital solutions with colour communication in focus for customers in architecture & design, interior and exterior products, decorative paint industry and manufacturing industry. All this in a dynamic environment that is constantly evolving.

## **ABOUT US**

NCS Colour is the company behind the NCS System, the Universal Language for Colour that is used globally by millions for choosing the colour of interiors, exteriors, products and brands. Our colour design solutions are sold in over 80 countries worldwide and our customers include global product brands such as Jotun, PPG, IKEA, H&M, Electrolux and Volvo.

To further strengthen the NCS position in the market, we are now looking for an Area Sales Manager to join our growing sales team.

## **ABOUT THE ROLE**

As Area Sales Manager, you are responsible for the realization of sales plans by developing the business with our current and future customers in the paint industry and manufacturers of interior & exterior products.

The role is primarily operational and typically you introduce the NCS System to a furniture manufacturer before lunch and present a complete concept solution for colour communication to the management team at a decorative paint industry directly after.

Your business sense together with your interest in design & colour is something you skilfully benefit from in building relationships with customer where your experience from the industry also come in handy.

You have our office in Stockholm as a base and are good at adopting to international environments and well-developed English in speech and writing, but perhaps also other languages.



## RESPONSIBILITIES

As Area Sales Manager, you are responsible for both our existing customers and to win new customers, primarily in Europe. With us, you work independently but in close collaboration with the sales team, including VP Sales, to whom you also report, and the company's supporting functions such as product management, operations and marketing.

In addition to owning and executing the sales plan for your respective countries, you also monitor that it supports the company's long-term sales strategy. You initiate, carry out and follow up sales activities, have a close dialogue with your colleagues internally to ensure that we create great value for our customers and coordinate and participate in various events and much more.

## WHO ARE YOU?

We are first and foremost looking for a driven person who are passionate about relationship building, you are fast, flexible and solution oriented. You are a socially competent person who likes to have many contacts and you thrive best when you meet our customers. Others probably call you stubborn, you are persistent and make sure to carry out what you have undertaken. Traveling is something you see as a benefit in the work assignment.

However, we think that you:

- Worked for 3-5 years in a broad sales role in an international environment with both physical and digital product and service sales.
- Has experience from longer sales cycles towards B2B
- Experience from working in or with the decorative paint industry is very meritorious
- Are a sharp communicator and a good relationship builder who inspires confidence
- Write everything from presentations to complex quotes in English - your English is therefore completely fluent even in writing.
- Other languages such as German, Spanish, French and Russian are meritorious
- Has normal colour vision

Are you our new Area Sales Manager? We are looking forward to receiving your application, including personal letter and CV. Please send it to Viktor Planting-Bergloo, VP Sales, [viktor.planting-bergloo@ncscolour.com](mailto:viktor.planting-bergloo@ncscolour.com) at latest the 30th<sup>th</sup> of October 2021.