



## **Job offer - Cavotec Micro-control Key Account Manager**

Cavotec Micro-control AS, develops and manufactures industrial radio remote controls for the worldwide market. Currently the company exports more than 50%, with strong expectations for further growth. The goal is to further strengthen the company's position on the global marketplace and to become one of the leading players within the radio remote control market. Cavotec Micro-control's turnover for 2006 amounted to €5.3 million.

Today, Cavotec Micro-control has a total of 40 highly skilled employees, all working from the modern office and production facilities close to Trondheim Airport. With an open and friendly working atmosphere it allows for personal and professional development.

Cavotec Micro-control is part of Cavotec MSL, an international engineering group with companies in more than 30 countries. Group turnover for 2006 was €112 mill.

Looking to take up the challenge of working in a dynamic international company?

### **KEY ACCOUNT MANAGER**

#### **International sales and marketing – Middle East and Asia**

The Key Account Manager reports to Sales Manager and will work closely with the other departments within the company.

#### **Primary responsibilities and tasks**

- Responsible for the company's clients in Middle East and Asia
- Increase technology and product awareness and acceptance in new markets
- Contribute to further development of the company's product range
- Making offers and manage contract negotiations
- Budget responsibility for your customer portfolio
- Close co-operation with the other companies in the Cavotec Group

#### **Requirements**

Higher technical education (BSc, MSc) and relevant experience are required. We seek self-starting people who are passionate about their work and want the freedom to work internationally!

As Key Account Manager you will through your work with customers "world wide" develop yourself both professionally and personally. Having a commercial attitude as well as having a correct and professional behaviour is highly important.

We consider that you are proficient in languages and have the necessary computer skills.

#### **More information**

Questions about the position can be directed to Sales Manager Morten Bjerkholt phone 74 83 98 60/905 59 417, or Marit Fordal Døvre phone 73 54 54 75 / 911 97 760.

Please send your application as soon as possible and preferably within 25th May to [post@mdovre.no](mailto:post@mdovre.no), or mail to Døvre Search & Selection as, Po box 1295, Pirsenteret, 7462 Trondheim, Norway.