

*LSAB Group AB operates in a total of 7 countries with approximately 250 employees and a turnover of MSEK 550. Our export market consists of about 40 additional countries and you can find our products on all continents except Antarctic.*

*Business Area LSAB Wood is an established tool supplier that offers products and solutions for the woodworking industry. In our two segments Sawmill & Planing and Woodworking, we represent worldleading brands. LSAB Wood provide our customers with world-class products as well as a comprehensive service offering that includes everything from service to optimizing production and productivity with focus on the best financial outcome.*

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## INTERNATIONAL EXPORT MANAGER

We are now looking for an experienced Export Manager, with a background in the tooling & machining industry. We offer you an exciting role in an early stage of a long-term journey as we see great potential in substantially growing our export markets.

### **Job Scope**

Leading LSAB's efforts to grow our export markets. The primary objective will be to generate new business and increase revenues through sales of LSAB products and services. A key role of the Export Manager is assessing marketing potential of new and existing sales opportunities and present new opportunities in a clear and analytical manner. Good customer relationships are vital so monitoring customer feedback is essential to maintain high customer satisfaction.

### **Key Skills**

- Proven track record in delivering good business results.
- Sound and proven understanding of sales and marketing strategy.
- Successful experience from negotiations of commercial terms and conditions with industrial customers.
- It is essential to have a good understanding of business finance and be able to manage budgets as well as set sales targets and evaluate sales data.
- Excellent interpersonal skills and the ability to maintain and develop new client relationships.
- You will be expected to be familiar with standard industry computer programs.
- Skilled communicator and presenter in the English language, both verbally and in writing.
- Degree or equivalent qualification in engineering or economics or a related field.

### **Benefits**

- We offer a comprehensive total compensation package.
- We empower our employees to adjust when and where they work - in ways that reflect individual roles, personal circumstances, and help to drive business outcomes and work-life balance.
- The role will provide great opportunities for professional competence development and career advancement in a truly exciting environment.

**For more details contact**

Martin Andersson, BA Manager Wood Solutions, +46 (0) 73 055 98 24 or Lars Scheer, HR Director, +46 (0) 70 445 53 45.

**Application**

You apply for the position via [career@lsab.se](mailto:career@lsab.se). As the selection will take place on an ongoing basis, it is important that you submit in your application as soon as possible.