



SCANDINAVIAN STONE

quality by nature

Seeking a Head of Marketing

Would you like to work for an exciting company with ambitions to expand internationally? Do you have experience selling to architects and the construction industry? Then we are looking for you to be Head of Marketing at Scandinavian Stone.

Scandinavian Stone is part of Naturstenskompaniet International and we extract block stone at 13 of our own quarries. We have an annual turnover of SEK 135 million and 80 employees. Our best-known material is Swedish black diabase, but we also have quarries for granite and gneiss. We are a full-service supplier of natural stone with a Scandinavian mindset – a reliable partner that delivers what it promises. We call it Scandinavian Quality. For further information, go to www.scandinavianstone.com

We are expanding our operation and are now seeking a

Head of Marketing.

We are working with Wikan Personal in this recruitment project.

The job

Your main task will be to work proactively to sell and develop our products in the construction and civil engineering industry, primarily in Europe. You will seek out and contact key personnel and decision-makers in new customer companies, and present the company's products to them. Cultivating planners and specifiers to access public and commercial construction projects as early as possible in the process will also be an important part of the job. You will use your personal contacts and digital information channels to find out about new construction projects as early on as possible. You will also take part in seminars, trade fairs and other relevant events. You will work in a team with two other sales executives, and you will be responsible for your unit's budget.

Your background/qualities

Ideally you have some kind of post-high school education. You have several years' experience and a good track record of sales in the construction sector, cultivating architects and buyers. You are comfortable working with planners and specifiers, and you also know how to get hold of key people and decision-makers. Experience of having products and materials approved and specified by construction companies is an advantage. Experience of export sales is a requirement.

As a person you are confident and good at networking, and you motivate yourself and others. You are also accustomed to working independently. You are a creative ideas person who readily takes the initiative, and you have experience and the necessary patience with long processes. You have excellent spoken and written Swedish and English skills. Knowledge of German, Italian or French is an advantage. You are perfectly comfortable using a PC and have previously worked in some kind of business system.

Information and contact

You will be located at our office in Bjärlöv, just outside Kristianstad, southern Sweden. You will be travelling approximately 60-80 days a year, and a standard car driving licence is a requirement. This is a full-time position on a permanent contract with Scandinavian Stone.

Please apply as soon as possible. The deadline for applications is 11 february 2019. To apply, please go to www.wikan.se For further information, please contact recruitment consultant Pernilla Samuelsson on +46 (0)44-590 65 14.

We look forward to receiving your application.

Wikan Personal is a well-established, certified staffing and recruitment agency. Working locally, we aim to provide companies and organisations with competent, motivated personnel to cover temporary or permanent needs. Wikan has branches at 10 locations in Sweden, an annual turnover of approximately SEK 330 million and around 800 employees. Find out more at www.wikan.se.