



We are a leading international company in the lighting industry, dedicated to providing innovative solutions to our clients across the globe. Our team is passionate, forward-thinking, and committed to excellence. We are expanding our presence in Sweden and are looking for a motivated Key Account Manager, located in Sweden, to help drive our growth in this strategic market. To strengthen our team we are looking for:

Key Account Manager Sweden (m/f/d)

Location:
Sweden - flexible

Department:
Sales Nordics

Type of contract:
Full-time

Start: as of now

THAT'S WHAT YOU DO:

- Develop and maintain long-term relationships with key clients in Sweden, ensuring client satisfaction and retention
- Identify and capitalize on new business opportunities to grow revenue and market share
- Collaborate with cross-functional teams to ensure the successful implementation of client solutions, including product development, marketing, and customer support
- Act as the main point of contact for key accounts, managing all aspects of the customer relationship
- Conduct market research and analyze competitors to stay ahead of industry trends and adjust strategies accordingly
- Prepare and deliver presentations, proposals, and sales reports

THIS IS WHAT YOU BRING:

- Proven experience in Key Account Management, Sales, or a related field, ideally within the lighting industry
- Strong knowledge of the Swedish market, including customer needs, competitor activities, and local business practices
- Excellent communication and negotiation skills, with the ability to influence and build strong relationships with senior-level stakeholders
- Proactive and results-driven, with a strong focus on achieving sales targets
- Ability to work independently and manage multiple priorities in a fast-paced environment
- Fluent in Swedish and English (both written and spoken). Additional language skills are a plus

- Achieve sales targets and objectives as defined by the company's growth strategy
- Provide feedback and insights from the Swedish market to help shape the company's product and service offerings
- Willingness to travel within Sweden and occasionally to other international locations as needed

SLV, brand and business unit at the same time, is part of the SLV Lighting Group GmbH, which has been successfully growing internationally as a market-leading company of innovative lighting systems, technical lighting and residential lighting since its foundation in 1979. If you are a results-oriented professional with a passion for building and maintaining strong client relationships, we want to hear from you! Please submit your resume and a cover letter detailing your relevant experience and why you are the right fit for this role to: bewerbungen@slv.de

SLV GmbH

Diane Brzenczek
Daimlerstr. 21-23
52531 Übach-Palenberg
www.slv.de

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