

The logo for Jacobsen elektro, consisting of a red square with a white letter 'J' inside, followed by the text "Jacobsen elektro" in a bold, black, sans-serif font.

Jacobsen elektro is an exciting and well reputed company that from their office in Lier, Norway, conduct large projects for demanding clients in Asia, Africa and Europe. The major part of the turnover is generated through international projects. Since the foundation in 1891 the company has developed to be an international leading supplier. The company builds or refurbishes transmission stations, distribution stations, as well as rehabilitating buildings and all electrical equipment in existing stations. With decades of experience they are well prepared to handle projects at any voltage level. During the last decade they have concentrated their business on turn-key power plants, complete substations and additional equipment to a number. The turnover of the company is NOK 250 million. The earnings of the company are good. Jacobsen elektro have about 60 employees.

For further information: www.jel.no

Area Sales Manager

The objective of the position

The purpose of the position is to increase the capacity to develop business with selected countries. You will collect, analyse and evaluate information about the actual country and consider the commercial potential. Develop and define strategy, milestones and activities to obtain position and present the company as business partner. Be active and build long term business relations with actual actors. Our candidate will be an important contributor in creating and developing successful projects.

Your background and experience

The candidate must have international experience. You must be convenient regarding negotiations and developing relations on high level in organisations. If you speak French or Russian it will be an advantage.

Contacts

If you have further questions please contact Capita Search & Consulting:

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