

## Welcome to NovaCast as our Metallurgy Sales Specialist!

Are you passionate about metallurgy and looking to apply your technical expertise in a dynamic, customer-facing role? Join our team as a Metallurgy Sales Specialist and be a key part of bridging the gap between technical excellence and customer solutions!

### About NovaCast

NovaCast's services enable analysis and simulation of the casting process using various products. This allows our customers to deliver a faster and safer product, resulting in an even better customer experience. We are currently expanding our operations in Ronneby, Sweden, and we are now looking for a talented colleague who wants to join us on our exciting journey. You will collaborate with a tight team where everyone helps each other achieve their goals and have a lot of fun together along the way. As an early member of our team, you have all the prerequisites to steer your future career within the company.

### Brief description of the role

Among the most important things we have are our customers. But it is just as important with new customers, and therefore, we are looking for a person who can take the role of Metallurgy Sales Specialist and who wants to work by bringing in new customers.

This person will have a key responsibility linked to large parts of our existing customer base with responsibility for customer affairs, customer support and new sales. Our customers are mainly foundries around the world and the systems are used in both production and office environments. You will be active in the design, implementation and training of our customers.

In the role of Metallurgy Sales Specialist, you will also work with some of the product area's suppliers. Together with the product area manager, you will develop and administer the purchases from the product area's suppliers.

You will show our existing customers how they can use NovaCast metallurgical product area to strengthen their own business.

In parallel with your revenue responsibility for the existing customer base, you will work with new customer acquisition. Here you will use your skills and your experience of how our existing customers use Metallurgical Process Control, and together with our sales team find even more customers.

### Key Responsibilities

- Provide expert guidance on metallurgical products and solutions to clients.
- Identify customer needs and recommend appropriate products or services.
- Build and maintain strong relationships with clients and stakeholders.
- Collaborate with the technical and sales teams to develop tailored solutions.
- Conduct product demonstrations and offer technical support during and after sales.
- Stay updated on industry trends, materials, and market demands.

### **About you**

You have a technical background and some sales experience, preferably an engineer with knowledge of metallurgical processes and materials. It is important that you have the energy required for an independent job and that you enjoy doing industrial business.

You are a relationship builder, thrive in professional customer relationships and have the ability to interact in a natural way. You also have the will to succeed in creating results through a systematic approach.

We are looking for someone who has a relevant education and a few years of experience in similar work.

As a Metallurgy Sales Specialist with us, you will have great opportunities to influence your work and plan your own everyday life to achieve your set goals. You will have an important role in a positive team, and you will work with products in the absolute top tier. You will be allowed to run your own projects, which requires that you have done this before.

You are fluent in English and Swedish both verbally and in writing and have good communication skills. It is an advantage if you know an additional EU language. Your personal qualities and attitude will be crucial for you to succeed in the role.

Good computer skills and experience from ERP, Office and Fort Knox are an advantage.

You must have a driver's license.

### **Requirements.**

- Bachelor's degree in Metallurgy, Materials Science, or a related field.
- Strong knowledge of metallurgical processes and materials.
- Excellent communication and interpersonal skills.
- Basic sales experience or competence for sales-oriented roles.
- Ability to explain complex technical concepts in a simple, customer-friendly manner.
- Self-motivated with strong problem-solving skills.

### **Contact and application**

Send your application to our Product Manager Andrej Kump: [andrej.kump@novacast.se](mailto:andrej.kump@novacast.se)

If you have specific questions about the position, contact our Product Manager Andrej Kump: [andrej.kump@novacast.se](mailto:andrej.kump@novacast.se)

Selection takes place on an ongoing basis, so send in your application as soon as possible, but no later than December 20. All applications are of course treated confidentially.

We look forward to receiving your application!