

# MOVING YOUR FUTURE

## Moving you, moving the world!

NSK is one of the world's leading manufacturers of rolling bearings, automotive products, precision machinery parts, and mechatronics products. NSK sales worldwide exceed € 4,9 billion. NSK employs more than 24,000 people worldwide, with more than 2,900 employees based in Europe.

Within our **European Industrial Business Unit**, we are looking for an experienced

## SALES ENGINEER – SWEDEN (ALL GENDERS)

to proactively expand NSK Europe's customer base within the industrial sector by identifying, acquiring, and nurturing new customers.

### Your tasks:

#### New Customer Acquisition & Market Expansion

- › Actively identify and pursue new industrial customers across target markets, with a focus on high-growth segments and underpenetrated industrial sectors
- › Build and maintain a robust pipeline of qualified leads through market intelligence and direct outreach

#### Customer Development & Growth Planning

- › Develop and execute tailored customer development strategies for existing accounts, identifying cross-selling and up-selling opportunities
- › Collaborate with distributors and internal teams to align product offerings with customer needs and long-term business goals

#### Market & Competitive Intelligence

- › Conduct in-depth market analyses to assess market potential, customer trends, and competitive positioning
- › Provide actionable insights to support strategic decision-making and product positioning

#### Product & Technical Support

- › Deliver targeted product training to customers and internal sales teams
- › Act as a key liaison between customers and NSK's technical departments to ensure accurate requirement definition and solution alignment

#### Cross-Functional Collaboration

- › Work closely with technical, engineering, supply chain, and marketing teams to ensure customer requirements are fully understood, documented, and met

### Your profile:

- › Technical or business-related university degree, or equivalent vocational training
- › Relevant experience in technical sales; knowledge of technical trade, rolling bearings, and/or linear motion technology is desirable
- › Located currently in the wider Stockholm region
- › Strong customer orientation, entrepreneurial mindset, and a confident, persuasive personality
- › Excellent negotiation and presentation skills
- › Ability to travel frequently and work with a call plan structure
- › Experience working in a multicultural environment
- › Good proficiency in English and in using standard Office 365 applications

### Our offer:

- › Based @home but integrated in a diverse and inclusive multinational work environment
- › Competitive compensation and benefits package
- › Structured career pathing and professional development
- › Company Car (Volvo V60)

At NSK, a pleasant and multicultural working atmosphere awaits you. We put an emphasis on providing a good and fundamental introduction to our company.

### Interested?

Please send your application documents including your expected salary and period of notice to:

**HR-Tilburg@nsk.com**