



be part of our universe

We are a leading industrial company in the field of metal processing. Our modular furniture systems enjoy a unique reputation worldwide, stand for timeless design and vouch for the highest quality and functionality. 260 highly motivated employees at the Münsingen site - around 500 employees around the world - contribute to the satisfaction of our customers and to the success of USM with their distinctive quality thinking and actions.

We are looking for you as

Country Manager Scandinavia

100%

passionate, persistent, emphatic

«For me, it is a privilege to work at USM. Social competence is lived and cultivated, and there is a pleasant, companionable working atmosphere. Working independently and being responsible for achieving the goals set is challenging and simply fun.»

Walter Portmann
Area Sales Manager

The HR Team is looking forward to receiving your complete application documents.

USM U. Schärer Söhne AG
Thunstrasse 55, CH-3110 Münsingen
jobs.ch@usm.com / www.usm.com

Your field of activity

- Supporting the sales partner to reach their defined budget
- Assist local sales partners ensuring a trusting, long-term partnership
- Setting up and maintaining an extensive network in the region
- Expertly advising our sales partners, architects, interior designers and end customers
- Support the sales partners organizing sales activities
- Promote marketing concepts at the POS
- Mediating between customers and partners
- Representing our company, products and the USM brand in a cogent and compelling manner
- Participating in trade fairs
- Maintaining the CRM system (Sales Force)
- Analyzing market trends

Your profile

- Resident in Sweden or Denmark
- Technical or commercial education
- Further higher-level training in sales and/or marketing
- Qualified sales professional with several years of hands-on experience in a similar role
- Experience in the design furniture industry would be advantageous
- Swedish or Danish as native language
- Very good English skills, German would be beneficial
- Strong acquisition, negotiation and consulting skills
- Willing to travel frequently throughout the market region
- Professional appearance
- Confident and cogent communication at all levels
- Highly motivated with excellent powers of persuasion
- Outstanding commitment and initiative
- Entrepreneurial mindset
- Perseverance and persistence

Our offer

- International environment
- Likeable and coordinated team
- Pleasant working atmosphere
- Attractive terms of employment
- [Modern infrastructure at headquarters in Münsingen \(Switzerland\)](#)

Contact info

Become part of the team that makes USM products so unique!

Michele Cardone, Sales Director Export Markets (Tel. +41 31 720 73 20) will gladly answer any questions regarding this interesting job.