



FESTO

Want to move the world with your ideas? Welcome to working with Festo.

We provide inspiration worldwide with our intelligent solutions for industrial automation. We offer a high degree of flexibility to our more than 20.000 employees. We provide you excellent prospects for turning your ideas into reality – because innovation requires freedom and security. We need you. Apply now and keep the world moving.

Automation Engineer / Business Driver

Founded in 1925, Festo Corporation is the leading worldwide supplier of automation technology and the performance leader in industrial training and education programs. For many years Festo has been providing impetus for factory automation and offers a wide product and service portfolio – from individual components to complex customized solutions and system. As a family-owned company, we act from a holistic perspective. We take responsibility for our actions globally and locally, we want to contribute to the quality of life and conservation of resources where we operate with new technologies, knowledge and education.

At Festo, we hire people who continuously live our five core Values:

- **We are Ambitious**
- **We are Determined**
- **We are Visionary**
- **We Value Each Other**

Summary of job contents

As high level application expert, provides best technical consulting an solutions for key applications to the sales team and act as a driver for the electric automation business. Takes commercial considerations fully into account when proposing solutions. Has turnover responsibility, but not customer responsibility.

Key accountabilities

- Provides conceptual support to sales and customers on specific applications and production processes
- Identify and win projects based on excellent application /automation competence.
- Offering and follow-up
- Support, lead, develop and build relationships with OEMs, consultants, and distributors
- Discuss automation concepts to optimize machines, define specification and concepts

Core dimensions

- During the pre-sales phase acts for specific applications of the industry/technology segments as interface between customer and all relevant departments within Festo, always in coordination with the sales engineer

- Provides technical training and arranges knowledge transfer to the Team for the specific products/applications within electrical automation.

Knowledge and Experience preferred

- Technical education
- Knowledge in electric automation
- Be able to demonstrate good sales experience (B2B)
- Swedish mother tongue
- English fluent both verbal and written
- B driving license
- Be able to carry out travel activity within the district

We believe

- You live in middle part of Sweden
- You have the possibility to have a home office

You can expect the following with us

- The good feeling working for a family-owned company with a safe and solid financial basis
- Freedom to explore, innovate and release your own ideas
- Respect and appreciation for each other - regardless of gender, nationality, disability, age and identity
- Lifelong learning with great conditions for individual further development
- Flexible working models depending on the respective workplace for a good balance of work and private life
- Highly modern working environment, infrastructure, and communication technologies
- Different benefits like lunch and compensation for gym etc

Others

If you question about the position, please contact regional sales manager Jonas Sundholm 040-699 06 05 or HR Cluster Nordic Manager Gustaf Borg, 040-38 38 70. You can also visit our website [click here](#).

We are looking forward to receive your CV and personal letter not later than Thursday, October 12th 2023.
Please e-mail to hr.nordic@festo.com