

Job Title: Trainee, Automation Sales Support

Kalmar keeps global trade moving. Our innovative solutions contribute to every fourth container movement in the world and help transform the future of cargo handling. We believe in collaboration, delivering on our promises and that people make the difference.

Do you want to make your next move count? With us, you can.

Kalmar Automation Business Line Division is looking for a Trainee, Automation Sales Support who will support for automation sales with the focus in automation service sales.

Main tasks and responsibilities:

- Follow up and assist the automation sales organisation (central and regional team) in new sales leads
- Prepare sales documentation according to global standards (contracts, calculations, Salesforce) for automation service sales cases, for example automation upgrades, and automation software support contracts.
- Overall support and guide for the central and regional teams in the sales process and account management
- Participate in productisation of new automation service sales ideas

What you'll need to succeed:

- Education
 - Technical background, Bachelor degree or 3rd year student in Automation or Business
- Experience
 - Usage of basic office tools and systems
 - Good knowledge of B2B sales environment, preferably in the field of freight forwarding, industrial systems and automation
- Competencies
 - Drive to effectively execute various sales in cooperation with sales case stakeholders
 - Commercial view in engineering projects
 - Fast adoption of new information related to customer operations and Kalmar solutions
 - Team working in a multinational environment
 - Organised team worker with the ability to work under strict deadline

We offer you:

We offer you an opportunity in a global organisation to put your skills and knowledge into practice in various meaningful working tasks. We value collaboration in our open and inclusive culture and you will get to work with colleagues from different backgrounds. These tasks will provide a great opportunity for you to grow professionally - and have fun while doing it!

Our trainee network goes beyond a typical internship experience, creating a holistic environment that nurtures both professional and personal growth. The traineeship is active during the summer, providing opportunities to connect with fellow trainees through various activities and events.

Interested to join?

For further information please contact Jarkko Makiranta, Head of Automation Sales, by phone email address: jarkko.makiranta@kalmarglobal.com

If you are excited about this opportunity, please submit your application with your CV by the latest 10.3.2024! We are reviewing the applications continuously and will fill the position when we find a suitable candidate.

Kalmar is part of Cargotec

Kalmar is the global leader in sustainable cargo handling for ports, terminals, distribution centres and heavy industry. With our extensive electric portfolio and global service network, we help our customers move towards safer, more eco-efficient and productive operations. Together, we develop innovative solutions that shape the future of our industry, improving our customers' every move.

www.kalmarglobal.com

Kalmar is part of Cargotec. Cargotec's (Nasdaq Helsinki: CGCBV) sales in 2022 totalled approximately EUR 4 billion and it employs around 11,500 people. www.cargotec.com