

Job Title: Trainee, Sales Systems and Tools

As pioneers and global leader, Hiab is ambitious to write forward our success story, inspiring and shaping our industry. The world in which we operate with our class-leading products, intelligent services and innovative digital solutions is constantly changing.

Together, we keep everyday life moving to build a better tomorrow

We at Hiab are looking for a trainee to join our sales systems and tools team.

As a trainee you will get the opportunity to be involved in developing internal sales tools globally. You will be involved in diverse process and system development tasks, analysis and actively communicating with Hiab divisions and market areas. The traineeship will take place from April until September.

Main tasks and responsibilities:

- Supporting and coordinating tasks ongoing in sales systems and tools projects (CPQ Configure-Price-Quote, CRM, Customer Experience, Partner portal)
- Supporting the solution and process rollout to multiple markets
- Participating in system or application specifications and testing
- Executing rollout adoption analysis, reporting key KPI's and following up on the activities identified from the discussions with the markets
- Supporting the divisions and market areas in day-to-day activities
- Supporting the system implementation project activities

What you'll need to succeed:

- We are looking for an independent, customer-centric person with a service mindset
- Strong analytical and problem solving skills
- Ongoing B.Sc. or M.Sc studies in Business or other relevant area
- Good communication skills, ability to influence, explain, collaborate, and inform
- Fluency in English is essential, other languages being an asset

We offer you:

We offer you an opportunity to put your skills and knowledge into work with diverse tasks. We value collaboration in our open and inclusive culture and you will get to work with great colleagues from different backgrounds. With us, you will have the opportunity to learn and develop yourself professionally - and have fun while doing it.

Interested to join?

If you are excited about this opportunity, please submit your application with your CV today!

For more information on the position please contact Elina Kronback, Director, Sales Systems & Tools (email address: elina.kronback@hiab.com)

We will start reviewing and interviewing the applicants already during the application period, so be quick and apply by the 10th of March at the latest! All the candidates will be informed about the recruitment process latest by the end of March.

Hiab is part of Cargotec

Hiab is the world's leading provider of on-road load handling equipment, intelligent services and digitally connected solutions. As the industry pioneer, Hiab's more than 3,300 employees worldwide focus on our commitment to increase efficiency in our customers' businesses and to shape the future of intelligent load handling.

Hiab's offering encompasses class-leading load-handling equipment, including HIAB loader cranes, LOGLIFT and JONSERED forestry and recycling cranes, MOFFETT truck mounted forklifts, MULTILIFT demountables, and tail lifts under the ZEPRO, DEL, and WALTCO brands. Hiab's ProCare™ service, award-winning HiVision™ crane control system, and HiConnect™ platform demonstrate our constant drive to provide intelligent services and connected solutions that add value to our customers.

www.hiab.com

Hiab 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