



HIRING

We simplify our customers' world through innovative and technological solutions.

AB Kelva is a Swedish/Swiss innovative company founded in 1970, specializing in the development and sales of web cleaning systems and products for the process industry (learn more about Kelva at: www.kelva.com). Since 1980, the company has been fully owned by CHROMOS Group AG (learn more about CHROMOS Group at: www.chromos.ch) in Switzerland and has operated as a division of the parent company since 2016. While sales and technical expertise remain based in Lund, parts of production, administration, and support functions are located in Switzerland. Our focus is global: in addition to our teams in Sweden, Germany, the Netherlands, and India, we collaborate closely with a network of distributors and agents.

We are looking for a committed **Area Sales Manager KELVA** – a salesperson with a technical background – to join our team in Germany (Augsburg) or Switzerland (Dielsdorf).

Your responsibilities:

- Independent acquisition and management of international clients
- Technical consulting and presentation of our web cleaning products and solutions
- Conducting negotiations and concluding contracts
- Close collaboration with the sales team, distributors, and other departments
- Participation in international trade fairs and customer meetings
- Market observation and analysis of competitors and trends

Your profile:

- At least 5 years of proven experience in technical sales or a related industry
- Strong interest and understanding of financial and management topics
- Solid technical background, ideally with a degree in engineering or similar qualification
- Willingness to travel internationally (approx. 50%) and enjoy global interactions
- Excellent English skills, both written and spoken
- Independent working style with a high level of initiative
- Team-oriented mindset and strong communication skills
- Ability to explain technical concepts in a clear and understandable manner
- Management experience is a plus

We offer:

- Future prospects with development opportunities up to the position of Head of Sales
- Fair compensation and attractive fringe benefits
- A varied and challenging work environment with room for creativity
- Independent work with the opportunity to contribute your own ideas
- International travel and exciting global contacts
- A motivated, dynamic team and an open corporate culture

Application:

Are you looking for an exciting challenge in an international environment? Do you bring the necessary technical expertise and a passion for sales? Then we look forward to receiving your application. Please send your documents to recruiting@chromosgroup.ch we're excited to get to know you!