



Putting the smarter heat
to smarter use

EFD Induction develops advanced industrial heating systems based on induction technology. The company serves customers in the automotive, electrotechnical, mechanical and tube and pipe industries. The EFD Induction Group comprises subsidiaries and offices in 20 countries in Europe, Asia and the Americas.

The EFD Induction Group has 870 employees, of which 135 work in Norway. The corporate language is English.

More information on our website:
www.efd-induction.com

EFD a.s
Bøleveien 4
Pb. 363
N-3701 SKIEN
Norway

Tlf. +47 35 50 60 00
Fax. + 47 35 50 60 10

www.efd-induction.com



Group Sales and Marketing Director

Corporate management position - international company

The group sales and marketing director is responsible for developing and implementing the sales and marketing strategy for the EFD Induction Group. The director is a member of the corporate management team and reports to the CEO. The position is located at Group headquarters in Skien, Norway. Frequent travelling is required. The successful applicant will be expected to:

- Develop and implement marketing and sales strategies
- Further extend the sales and distribution network
- Promote customer-driven product development and R&D
- Develop long-term sales plans for segments and markets
- Set Group sales budgets
- Supervise and support local sales organizations
- Implement sales organization training
- Implement sales and sales management tools

Candidates should have a masters degree or equivalent. Experience in international sales and marketing of industrial products and services is essential. Fluent written and spoken English is essential. Additional language skills are an advantage. We are looking for candidates with an ability to motivate and manage organizational change. You must have proven leadership skills, and enjoy working in a multicultural environment.

For further information about this position, contact:
Eivin Jørgensen, CEO, phone +47 35 50 60 23
Truls Larsen, Group Sales and Marketing Director, phone +47 35 50 61 22

Send your application with covering letter, references and CV within 01.02.2012 to: mk@efdgroup.net