

Ervin Industries is a family-owned and operated Michigan (USA) company since 1920. As a world leader in the steel abrasives industry, we produce both black steel and stainless steel abrasives at multiple manufacturing locations in the U.S. and Europe. We currently employ more than 500 people worldwide with a company history spanning more than 100 years.

We are currently looking for a

### **Regional Sales Manager for the area Scandinavia**

to strengthen our presence in Northern Europe. This is a key role with strong ownership, combining relationship management with strategic market development. Key countries are Denmark, Norway, Sweden, Finland and the Baltics.

You will take full responsibility for developing and growing your sales region. Your focus will be on strengthening existing partnerships while actively identifying new opportunities to expand ERVIN's footprint.

#### Responsibilities:

- Drive business growth and increase market share across your region
- Build strong, long-term relationships with customers and distribution partners
- Support and develop distributors through training, joint visits, and strategic planning
- Lead negotiations and close deals with confidence
- Identify new business opportunities and emerging markets
- Analyze customer processes and provide technical recommendations
- Prepare proposals, presentations, and performance reports
- Maintain CRM data and provide regular business updates
- Represent ERVIN at trade shows, customer events, and industry meetings
- Attend regular internal sales meetings in Germany and other European countries
- Work closely with customer service department
- Report to the Sales Director Europe

#### Skills and Specifications:

- Based in a home-office environment with a high degree of autonomy
- Fluent in English and Danish or Swedish; additional languages are a plus
- Strong communication and negotiation skills from shop floor to board level
- Willingness to travel extensively within the region
- Structured, self-driven, and highly organized
- Technical mindset with the ability to understand industrial processes
- Experience in sales within abrasives, surface treatment, or coatings is an advantage
- Problem-solving approach

We offer:

- A stable, family-owned company with global reach
- High level of trust, responsibility, and independence
- thorough on-the-job training and personalized professional development opportunities
- Remote job
- Long-term career perspective
- Competitive compensation package
- Company car and phone (also for private use)
- Supportive and collaborative team culture

If you are interested in this position, please send your application letter and CV in German or English language and your earliest availability and desired salary to e-mail:

**careers@erwin.eu**

In case of any questions you can also contact us by phone +49 30 6780 494 13.