

Position: Guardtech Nordic AB Territory Manager

Reporting to: Managing Director/Associate Commercial Director

Department: Commercial

Salary: (Dependent on experience) – generous commission structure

Job type: Permanent (subject to a six-month probation period)

Holiday: 31 days including Bank Holidays (three days over Christmas mandatory) – increases after two and four-year intervals

Pension: 6% company contributions

Location: Can be based in any Nordics or Baltics country – but must be prepared to travel regularly across both regions

Benefits: BrightHR Exchange staff discounts and offers, Specsavers Eyecare Vouchers, Bike2Work Scheme, Training & Development plans

Guardtech are a rapidly growing, thoughtfully evolving design & build company that produce high-quality, tightly controlled manufacturing facilities (cleanrooms) across the country for the Life Science sector for industries such as Pharmaceutical, Aerospace, Automotive & Medical Device. The business is doubling in size year on year and is looking for highly dynamic, positive, driven individuals to join our team and share in our incredibly exciting journey.

Key responsibilities:

- Sales of Cleancube Mobile Cleanrooms container facilities, Isopod Rapid Cleanrooms pop-up pod systems, covering the Nordics & Baltics territories
- Prospecting and developing new clients for an emerging division
- Receiving and responding to client RFQs for the above products and services
- Developing the enquiry and expanding the client requirement
- Producing accurate Bill of Quantities (BOQs)
- Preparing and issuing Cleancube and Isopod proposals and quotations
- Chasing and following up all proposals and quotations issued and managing HubSpot Deal through pipeline before closing out final outcome
- Managing detailed and thorough transition of project from initial enquiry/proposal stages to Design & Operations Teams to ensure a smooth RIBA Stage 1 Commercial to Operations handover
- Advising client of installation and delivery dates and communicating effectively with Design and Operations Teams and client to ensure well-managed projects
- Support in developing, populating and managing the Guardtech Nordic AB website and Guardtech Nordic AB LinkedIn page
- Client visits across the Nordics & Baltics territories
- Filing, answering the phone, diary/HubSpot CRM management, administration duties
- Attendance of Nordics & Baltics exhibitions (when required)

To apply, please email a copy of your CV to j.shackley@guardtech.com