



**We are looking for a Global Sales & Project Engineer to join our Marine Business Department.**

*Do you want to work with international sales...?*

*We are looking for a service minded and outgoing person to be a part of our team!*

The Marine Business Department in Framo is responsible for key account management, sales, and global profiling of the Framo cargo pumping systems worldwide. Framo is a diverse global organization, with head office and production in the Bergen area, Norway.

Our system plays a central role in the worldwide chemical and products trade. We strive to continuously improve our global position in the market, and to support further development of various maritime sales activities globally. Activities of the commercial department also include business development projects and implementation of growth strategies and strategic planning with respect to market, customers, and projects.

We have solid focus on increasing our market presence and to secure Framo on the next generation newbuilding tankers - while at the same time serving our existing customers with industry benchmark products and services. We always intend to work closely with our customers and understand their challenges technically, commercially, and regulatory.

Due to increasing market activity, we are in the process of hiring more people to our commercial team in Bergen, Norway.

You will be working across internal departments as well as towards our partners and customers worldwide. Daily contact with existing and potential new clients ranging from Ship Owners, Energy majors and Shipyards. Furthermore, you will also take part in preparing technical system specifications and commercial quotations. The position also includes sales and project execution, order and contract handling as well as technical and commercial analysis and calculations. You will from an early stage be involved in technical discussions and commercial negotiations with customers from all over the world. We are looking for a service minded and outgoing person with excellent communication skills and cultural understanding.

The position requires a higher technical education (MSc). Graduates are encouraged to apply. It is desirable that the person also possess strong computer skills and ability to work independently and systematic in a fast-paced and result-oriented environment. Ready and prepared for extensive international travelling.

The right candidate will be offered:

- A competitive compensation package and attractive insurance and pension arrangements.
- Other benefits consist of, but is not limited to, company cabins, social events through Framo Young, modern facilities with on-site gym, swimming pool, sauna, golf-simulator, and more.
- A collaborative and inclusive culture in a global organization
- Be part of a dynamic team with long experience and deep knowledge of maritime industry
- International career opportunities both within Framo and in the wider Alfa Laval organization

For further information, please contact Christoffer Vikebø Nesse; 482 64 857 // [chne@framo.no](mailto:chne@framo.no)

The application deadline is October 31<sup>st</sup> 2022.

You can apply directly for this position via [www.framo.com](http://www.framo.com).