

# We're looking for the best in the business...



## Sales Engineer Sweden

Anritsu Corporation has been a provider of innovative communications solutions for 120 years. Our EMEA Sales Team is covering the full range of Anritsu Test and Measurement solutions.

Customers are at the heart of everything we do and you will play a vital role building close relationships with our customers. We are looking for a Sales Engineer for our Sales Team in Sweden to address the highly competitive Test and Measurement Market. You will be working with a very committed team, keeping up-to-date with leading-edge products to ensure Anritsu achieves the maximum potential business.

As Sales Engineer you will focus on existing customers in Southern Sweden as well as develop the aerospace and defense sector. You will produce and maintain an effective development strategy for your designated territory and develop the business size and opportunities accordingly. You will generate profitable growth with key customers by building positive relationships and a mutual understanding, to ensure Anritsu solutions are established with a win-win-approach.

As a key member you represent Anritsu in a professional manner, recognizing selling opportunities and developing contacts inside the customer's organization and awareness about their decision making process. Your product demonstrations will be clear, concise and relevant to the customer's requirements.

To join us in this role you will need:

- To be an enthusiastic, proactive and competitive person who enjoys working in a multi-national high tech environment and is able to develop the necessary contacts and deal with the appropriate levels of the customers' organisations
- An appropriate technical qualification with basic knowledge of RF, wireless, optical and IP technologies and a minimum of 3 years of experience in working within these industries
- To have the communication, negotiation and selling skills necessary to close deals
- A valid driving licence as you will travel frequently throughout the assigned territory

Why you should come and work with us:

We are a global organisation with offices worldwide. One of the reasons our employees love working here is because of the skilled and friendly people. If you want to learn more about them, you have the opportunity to meet some of them [here](#). They are key to creating a friendly and professional working environment. We are open to new ideas and ways of working so are always on the look-out for people who want to make a difference and bring this energy. We offer professional development opportunities that are relevant to you and your role, this may also include opportunities to work overseas or to travel. In addition to all of this we offer excellent flexible working opportunities to give you the balance between your work and home life.

To apply, please email your CV in English to [recruitment@anritsu.com](mailto:recruitment@anritsu.com) quoting the job reference EMEA 146.

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More about Anritsu:

Anritsu Corporation ([www.anritsu.com](http://www.anritsu.com)) has been a provider of innovative communications solutions for 120 years. The company's test and measurement solutions include wireless, optical, microwave/RF and digital instruments, operations support systems and solutions that can be used during R&D, manufacturing, installation, and maintenance. Anritsu also provides precision microwave/RF components, optical devices, and high-speed devices for design into communication products and systems. With the addition of service assurance monitoring solutions it has expanded its offering to provide complete solutions for existing and next-generation wireline and wireless communication systems and service providers. Anritsu sells in over 90 countries worldwide with approximately 4,000 employees.

In Europe, we have both product development/R&D and sales/support/service operations. Our R&D is focused onto wireless communications, with expertise in both mobile phone testing and service assurance monitoring systems, and provides global leadership in 3GPP related technologies. The sales and support is covering the full range of Anritsu Test and Measurement solutions, with additional marketing and technical support responsibility for the region.

All of our teams are passionate about serving our customers and markets with world class solutions, and are committed to our long term leadership in the industry. We encourage a culture of trust and integrity within our teams, enabling individuals to grow and develop their skills and experience. We keep innovation at the center of our activities, built upon the wide knowledge base of our employees, and use this to ensure we continue to be a leader in the global market. The visionary partnerships we build both with customers and within our teams ensures that we continue to innovate high level solutions for tomorrow's society.