



For our subsidiary in the Nordics, we are currently seeking a:

Managing Director IPG Automotive Nordics

Location: Gothenburg (Sweden)

We offer:

- Exciting challenges and opportunities for development in a fast-growing business
- Opportunity to grow an independent subsidiary of a German innovation leader for automotive simulation software
- Be part of the leadership team of a rapidly growing company with flat hierarchies and a trust-based corporate culture
- An attractive salary

Your responsibilities:

- Full responsibility for growing the business in the Nordics for IPG Automotive from an office in Gothenburg. Hiring and leading a team of highly skilled sales and support engineers and administrative staff. Key account management of strategic customers with annual revenue responsibility.
- Development and maintenance of sustained customer relationships, both on user level as well as on top-management level at the customer. Price negotiations as well as coordination of IPG Automotive customer support and resident engineers.
- Responsibility for sales planning, realization and growth through strategic development of new customer groups and applications. This includes a detailed understanding of customer strategies, budgets and developments.
- Strategic input to product management and development. Networking with partner companies and universities.
- Responsibility for marketing activities and participation in trade shows and conferences.

Your profile:

- Technical degree in computer sciences, electrical engineering, mechanical engineering, automotive engineering or similar qualifications
- 5 to 10 years postgraduate work experience in the automotive industry (vehicle dynamics / driver assistance systems preferred)
- Strong communicator, leadership experience in customer-related business unit
- Customer focus and high affinity for new technologies
- Willingness to travel internationally
- Fluency in English and Swedish; proficiency in German is a plus



WHO WE ARE

We are expert in the application areas of **ADAS & Automated Driving, Powertrain** and **Vehicle Dynamics** in the field of virtual test driving. As a global leader in virtual test driving technology, we develop innovative simulation solutions for vehicle development.

Designed for seamless use, our **software** and **hardware products** can be applied throughout the entire development process, from proof-of-concept to validation and release. Our virtual prototyping technology facilitates the **automotive systems engineering** approach, allowing our users to develop and test new systems in a virtual whole vehicle.

At IPG Automotive, we practice a **collegial spirit** and **teamwork**. We stand for **quality, holistic user orientation, efficiency, promotion of innovation and lasting partnership**. As a growing medium-sized, owner-managed business, we highly value the ideas and the commitment of our employees, for which we ensure the optimal conditions, always keeping a common goal in sight.

We are looking forward to your detailed application documents. Find further information and instructions on the application process at:

 careers.ipg-automotive.com

IPG Automotive GmbH
Bannwaldallee 60
76185 Karlsruhe
Germany