


# Project Manager Nordics (m/f/x)

Location: Stockholm
Working Hours: Full-time employee

1,600 employees in 18 locations around the world with a fleet of 60,000+ circulating containers. Since ELA's establishment in 1972, our business has continuously been expanding, we are specialists in mobile room solutions. Our family-run company based in Haren (Ems), Germany, is growing at a fast pace and we are actively looking for qualified and dedicated team players to join us locally, internationally and beyond.

We are currently looking for an Account Manager (m/f/x) for the region of Stockholm. ELA Container is rapidly growing. Scandinavia, our newest market, is under development and we are looking for assets that can contribute to our journey in Sweden.

Accepting a job at ELA Container Sweden makes you a pioneer. We know you are a person who thrives in the environment of new development and loves to challenge the status quo. In your area of sales, you will form your own sales strategy, your line of focus and manage the day-to-day business. You report directly to the Head of Business Development Scandinavia for quick and agile decisions. Together as a team we create new market opportunities for ELA Container.

If you‘re an individual with an outgoing personality, qualifications, talents and desires, then we should get to know each other better. We are not like any other company, as we offer exciting jobs, opportunities and look to help you develop further in an easy going work environment.

## In this role, your day will look something like this

- Price negotiations; reviewing bid documents and developing a project in consultation with the client; and providing all relevant information to the project support team;
- Project planning: Developing project plans, schedules, and budgets; defining milestones and objectives in consultation with stakeholders.

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- Project Management: Monitoring project progress, identifying risks, and implementing corrective measures in the event of deviations from the plan.
- Internal communication regarding special requirements for our containers, such as fire safety, structural engineering, building permits, etc.
- Communication: Providing regular reports to stakeholders, conducting project meetings, and ensuring clear communication within the

## Your skill set, capabilities and previous experience

- Successfully completed studies in the field of economics, business administration, industrial engineering, further training as a construction technician (m/f/x) or a comparable qualification
- Professional experience in sales (e.g. as Project Manager, Area Sales Manager, Account Manager, Business Development Manager) of an industrial, construction or modular company. Experience within rental modular room solutions are desired, but not mandatory
- Professional experience in public affairs and procurement is desired, but not mandatory
- High level of customer orientation as well as independent and solution-oriented way of working
- Ability to work in a team and strong communication skills
- Confident handling of common means of communication
- Self-motivated
- Networking skills & Social and outgoing

## What you can expect from us

- We offer you a permanent employment contract
- We organize an extensive training program for you at our headquarter in Haren (Ems) / Germany, so that you get to know our product, your new colleagues as well as the entire group of companies
- You have flexible working hours with us and work in a home office when you are not at the customer's site.
- In the role as Account Manager, we encourage you to attend company events, networking etc.
- We will provide you with all the IT equipment you need for mobile working
- We provide you with a company car, which you can also use privately, and other legal advantages
- Flat hierarchies and short decision-making processes await you here
- At ELA, you can also expect a varied job in a globally active company, an uncomplicated interaction with each other and many opportunities to contribute your own ideas

## How You can apply

Please send your documents via our career website https://career.ela-container.com or via email career@ela-container.com including your CV, your essential certificates and qualifications, as well as a few lines about yourself and why we fit. We would then like to meet and have a personal conversation with you. We look forward to hear from you!

**Any questions?**

Contact us via email or WhatsApp/text message on +49 1511 9539616.