



CONTACT

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SKILLS

- Management Business
- Negotiation B2B
- Build strong customer relationships
- Strong technical empathy

LANGUAGES

- English
- Spanish
- Swedish
- Finnish
- Norwegian

EDUCATION

- **Stockholm University** - 20 point for JÖK & GKS, basic law and statistics
- **Thorildsplans gymnasium** - 4 years Engineer Electronics & Telecommunication

JAN RINTALA

Sales Engineer

Seeking a long-term Sales Engineering role in complex technical solutions. I have extensive experience in Port Engineering, industrial water pumps, automation, machine safety, test and measurement, defense, aerospace, mining, and advanced electronics interconnection. Additionally, I have expertise in robotics, industrial sensors, wireless systems, vision inspection systems, and industrial data communication protocols. Fluent in English, Spanish, Finnish, and Swedish, I have conducted customer meetings in all four languages. I am a quick adapter, a strong team player, willing to travel up to 100%, and can start immediately. Feel free to contact me with any questions.

EXPERIENCE

SALES MANAGER - NORDIC 2023-2024

EBARA Pumps Europe S.p.A

Conducted sales and marketing activities and meetings with strategic partners across Sweden, Finland, Norway, and Denmark. Specialized in water pumps for industrial, medical, agricultural, commercial, and residential sectors. Unfortunately, my contract with EBARA was terminated during the trial period in January 2024.

FIELD SALES ENGINEER 2021-2023

LEMO Nordic AB

Managed outside sales of high-precision connectors and cables from premium brands like LEMO, REDEL, and NORTHWIRE. Engaged with customers across diverse applications, providing tailored solutions for industries such as medical equipment, test & measurement, cable assemblies, industrial applications, defense, research, robotics, aerospace, communications, audio & video, and nuclear.

DISTRICT SALES MANAGER 2018-2021

TURCK Sweden

Outside sales at TURCK Sweden, focusing on Process & Factory Automation solutions. My responsibilities included selling sensor solutions, fieldbus technology, connection and interface technology, human-machine interfaces (HMI), and RFID systems. Additionally, sales for all Banner Engineering products including photosensors, LED lights, indicators, wireless products, and safety solutions. I also managed sales for TSL-ESCHA/Mafelec solutions tailored for trains and buses.

ACCOUNT MANAGER 2015-2017

EG ELECTRONICS AB

Outside sales and client relationships in sectors such as Electronics, Electromechanics, Cable Assemblies, Automotive, and Commercial Vehicles in industries like Mining, Forestry, and Agriculture. Offer standard and customized solutions in Switching and Sensing, Power Distribution, Circuit Protection, Connectors, Optics, and Cable Assemblies.

SALES ENGINEER - NORDIC 2014-2015

MESSKO Nordic AB

Sales Engineer for the Nordic region at MESSKO Nordic AB, focusing on transformer monitoring solutions. Responsible for selling instruments and transformer accessories from Messko Instruments Germany, Sweden Betech, MtraB, MSense, and managing high-voltage monitoring and control tap changers with A&C Automation & Control.

PERSONAL

Friendly and straight forward as a person.

Single with no kids.

Zumba & Bodypump training since 2021.

Interests in music of all kind, concerts, travels, history, languages and strong technological empathy.

REFERENCES

Please contact me for details.

SENIOR SALES ENGINEER - NORDIC 2006-2014

ERICO International Corp - now nVent

Sales Manager at ERICO International Corp. NL, handling CADDY products in Sweden, Norway, Finland, Denmark, and Iceland. Focused on professional fixings and supports for various installations. Managed OEM accounts, presented samples, collaborated with specifiers, negotiated contracts, and engaged in trade fairs. Home-based with extensive travel.

PRODUCT MANAGER - OPTO 2002-2006

OPTRAL S.A. - Barcelona region - Spain

Product management and sales in the Opto-Electronic division, focusing on Spanish and European markets. Responsibilities include visiting customers, demonstrating products, and providing technical support for fiber optic cables and optical converters used in security and industrial applications. Expanded product range to include 100Mb solutions and secured a strategic distributor in Poland to boost East European market presence.

SALES ENGINEER - SONY 2000-2001

Molex Sweden

Sales Engineer for micro connectors for mobile phones. Key Account management for SonyEricsson Mobile phone production in Sweden.

KAM - ERICSSON

FCI CONNECTORS SWEDEN AB 1996-2000

Managing key accounts for Ericsson Radio Systems in Europe, focusing on business development and designing solutions for backplane connectors and cable assemblies in GSM base stations. Tasks involve contract negotiations, forecasting, and designing custom PCBs (hole-mount and surface-mount). New business opportunities are pursued through customer interactions and meetings.