



Kapsch TrafficCom AB is one of the leading providers of electronic road tolling systems. Our systems are fully automatic and are installed in all five continents. Our head office is located in Vienna, the Kapsch TrafficCom AB office is situated in Jönköping, and our subsidiaries in Australia, Chile, Malaysia, South Africa, France and New Zealand. The amount of employees is about 300 and the turnover is 700 MSEK.

International Customer Project Manager

Job description

Customer projects consisting of a Central System together with Roadside Systems for each Tolling Segment as an End-to-End system require customer unique integration of Kapsch and partner products as well as excellent project management skills. Customer Project Managers work in two different phases of End-to-End projects, during sales phase and during the execution phase.

During sales phase the Customer Project Manager is a member of the team preparing the bid for the End2End project together with sales responsible as well as technical responsible persons. Typical tasks for the Customer Project Manager during the bid/sales phase consist of defining project scope, resource estimations, project timing and cost.

During the delivery phase, the Customer Project Manager is responsible for coordinating the work to ensure the End-to-End project is implemented and delivered on time and within budget. The Customer Project Manager also has the key role of managing the project scope and creating add-on business using efficient change request procedures.

A major part of the work is done outside Sweden, at customer and Kapsch sites. Candidates must be interested in travelling and working in different cultures. Tasks include:

- Participating in the project lifecycle from sales to project planning, project execution and handover to support.
- Defining and reaching project goals, such as project scope, timing, quality targets and project budget.
- Assigning project staff and initiating products and service ordering
- Managing customer requirements and project documentation
- Manage the contract in total
- Managing project risks
- Progress reporting, external and internal

Competence

A Master of Science or equivalent education is required. We are seeking a person with:

- Documented experience of project management and/or with project management certification (PMP/PMI)
- Experienced in roll out of complex projects. Hi tech system projects as well as start of operations in international environment are required.
- Project experience of End-to-End solutions including back office, CRM and ERP like systems where the customer (operators) business processes are essential for a successful project.
- Experience from working as line manager is also an advantage
- Proven experience in and understanding of solution/consultative selling will be considered an advantage

The position requires strong leadership and excellent interpersonal skills. We are looking for applicants who can support their good technical understanding with a customer-focused and result-oriented approach.

For questions and information about the position, please contact Tommy Engman 036-290 15 45.

Information

For further information about the company, please contact Hans Kajfalk 036-290 15 08.

Please send your application to Annika Eriksson Kankaala, annika.erikssonkankaala@kapsch.net