

WHY KONECRANES®?



Meet Sarah Mattison.

Sarah Mattison is one of thousands at Konecranes who is making an impact in what they do when they come to work each day. She came to Konecranes in August of 2017 just after graduating from college. When considering where she would pursue her first job, admittedly the crane industry did not come to mind. What did appeal to her was working somewhere that was outside of her comfort zone—somewhere that she says she could bring her own ideas to the table. With an education heavily focused in communications, Sarah was privy to public speaking, interacting with people, and problem-solving, a skillset she felt confident could be successful at a company like Konecranes.

The moment of affirmation for Sarah was learning in her interview that the position would be a piloted position. “To me, that meant the opportunity to aid in the development of something greater than myself,” she says. The piloted position quickly evolved into the Sales Development Role (SDR) at Konecranes Pittsburgh branch. Over the course of the next year, Sarah would work to retain new and recover lost customers to help Konecranes sales force gain business back. Sarah also played a pivotal role in introducing the importance of social selling at Konecranes— a process, she says, that “could widen our reach to better educate customers on why Konecranes is the smart investment for their equipment.”

From the SDR position, Sarah took a new step into a Business Development Representative (BDR) role, executing agreement renewals for several branches in the Ohio Valley District. Today, Sarah works closely with the branch to retain Konecranes agreement base and, she adds, “to take care of our customers at any cost.”

When asked what she most likes about working for Konecranes, Sarah conveys her appreciation for the training and development opportunities. “The training that I have undergone and continue to receive is important in educating myself on this industry and the industries of our customers are a part of. I want to be prepared for whatever is put in front of me.” Any learning experience is made even better when surrounded by a great team. Sarah shares her gratitude for those she gets to work with every day who help to make her a better teammate. “Work is enjoyable when those around you lift you up when things get tough and celebrate you when things go well,” she says.

There is a clear passion behind the work Sarah does each day. She approaches her career with a willingness to learn, a desire to grow, and a confidence in her abilities. She says, “I feel as though my involvement with this team is just another way that Konecranes is looking toward the future to better serve our customers and work together as a team. I look forward to all the new things that Konecranes is doing and my future here with the company.”