



Dantherm A/S
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Area Sales Manager

for project-oriented sales

As our new Area Sales Manager, you will become part of a team with skilled and experienced colleagues. You will be part of strengthening our market position and continuing the success within mobile heating and air conditioning for deployable hospitals, offices and accommodation sites. You engage yourself in the field working hands-on at capability demonstrations and the next day on the polished floors in foreign ministries. This job will give you a wide variety of experiences and operates from high to low in private- and governmental organizations. You will be travelling around 70-80 days a year.

Your primary task

Customer visits including promotions, presentations and negotiations.

- Developing sales in a project-oriented business, gaining market share
- Search and develop new customers and agents
- Sales budget responsible for your own area
- Sales process training and education of colleagues
- Answering public tenders with some technical details
- Support the customers with their sales and systems configuration
- Sharing of market and customer intelligence with your team
- Participation in exhibitions and fairs
- General external sales

To become a success as our new Area Sales Manager, you must increase the sales of our mobile HVAC products and take part in defining the future products and markets.

Personal and professional competences

We are looking for an experienced candidate within technical sales with commercial focus and a relevant commercial education. You have established your career within the export BtB business or dealing with UN, NATO, RC etc. Furthermore, good written and verbal communication skills in especially German but also English are essential, along with good understanding of Microsoft Office products. Experience with CRM is an advantage - we use Microsoft Dynamics. You are a team player in a proactive, service minded and flexible way. Personally, building and maintaining good relationships and collaborations both internal and external comes natural to you. You have a winning mentality with a focus on results and strive to make things better with a high level of responsibility and prioritization.

We offer you

An engaging sales position in a growing international organization with many contacts and career options in a growing company. A result-oriented working environment with energetic and engaged colleagues. At Dantherm we believe in work-life balance, have flexible working hours, sports and training facilities, and offer an attractive pension.

Still interested:

If you have questions, please contact VP Sales Lars Brodersen on +45 96 14 38 31 or +45 60 37 50 08. We handle applications on an ongoing basis, so please send your application to Human Resources gitte.markussen@dantherm.com today.

We are looking forward to receiving your application.