

Junior Sales Manager Nordics & Baltics

For our client, a driven innovator and international player in the automotive/chemical sector, with his headquarters in Belgium (Antwerp), we are looking for a junior sales manager Nordics & Baltics living in the Copenhagen region.

Why is this job something for you?

- You get a varied and challenging role within a dynamic company where there are still many achievements and promising projects on the horizon.
- You will be welcomed in an enthusiastic team where you can count on solid training and support, but also sufficient scope to fully develop and apply your commercial, organizational and technical skills.
- In addition you can be assured of a motivational remuneration package supplemented with various extra-legal benefits including a company car.

What are you going to do ?

For this role, we are looking for someone who wants to grow in a commercial/sales role. You start by fully getting to know your region, the customers and their customers by :

- Supporting the Regional Sales Manager and the distributor in various field activities and sell out actions.
- Doing co-visits with the sales representatives of the distributor towards end clients.
- You inform the end customers (workshops & retail shops) about the company products (emphasizing their advantages) and our positioning towards competition.
- You identify needs and opportunities, suggest alternatives and help the distributor sales rep to make the sale.
- You fully support sales representatives of the distributor by showing them how to sell our brand, implementing promotions, marketing concepts and tools in the market. You participate in fairs, shows and sponsorship activities in your region
- You work in close collaboration with regional marketing manager to roll out marketing actions in the region.

Once you know & understand the region, the distributors and their sell out channels, you will become responsible for the full commercial results in your region. Therefore you build strong partnerships with our existing accounts and target new prospects with the objective to maximize the volume of product while maintaining appropriate contribution margins.

Who are we looking for ?

- You have preferably 2 to 5 years commercial/sales experience ideally in the automotive sector.
- You are independent and pro-active.
- You're a sociable and a good communicator.
- You have a strong interest in international business development.
- The position is based in Denmark and you live preferably in the Copenhagen region.
- You have the ability to travel very frequently (> 50%) and work independently .
- Fluent in English and Danish, any other Scandinavian language is a plus.
- Good knowledge of MS Office applications.

Apply ?

This can easily be done by email on info@clearskyselection.be

For more information about this opportunity, you can always contact Koen Van Hoyer - manager at Clear Sky Selection through the email address above.

If you apply, you agree to the privacy policy of Clear Sky Selection: <https://www.clearskyselection.be/privacy-regeling>