

Export Account Manager, Europe, Technical Products

Carmo A/S is a Danish company with a strong track record of designing, producing and selling highly specialized injection moulded plastic and PVC components to the Technical and Medical Device markets. Production (60 FTEs) and administration (20 FTEs) are located North of Copenhagen, Denmark, and more than 70 % of the production are exported to more than 50 countries worldwide (please see www.carmo.dk).

Carmo endeavors to always maintain the highest possible level of know-how, and to live up to their goals of maximum flexibility and best in class quality when supporting their customers in turning ideas into products.

THE POSITION

Carmo is now looking for an Export Account Manager to maintain and develop technical sales, mainly but not limited to the European market. You will visit existing and new customers and be responsible for the entire sales process including identifying new needs for existing products, conducting negotiations and supporting the process from order to delivery independently. You will have a broad scope of responsibilities including participation in trade fairs, collecting and sharing market information internally, and in general every day working to ensure maximal customer satisfaction.

Organizationally, you will be based in Espergaerde and report to the VP for Sales & Marketing in a sales team consisting of 6 FTEs, here you will be cooperating closely with Product Development, Quality, Production and Administration and Carmo's partners abroad. Travels are estimated to between 5 and 10 days per month.

CANDIDATE PROFILE

You have a successful track record in Export Sales, and the technical insight and experience to undertake international b2b sales at all organizational levels.

Personal profile:

- Independent and result oriented with a strong "can do attitude"
- Creative, having the ability to identify and pursue new opportunities
- Strong business acumen, used to quoting, budgeting and analyzing data
- A skilled negotiator and communicator
- A great networker at all levels in- and externally
- Ability to travel min. 50 days per year

You are a native Danish speaker, fluent in oral and written English, and preferably also in German/French, and you must hold a driver's license.

APPLICATION

This recruitment is handled by Search & Selection Group. Interviews are conducted currently, therefore please submit your application to Lotte@s-sgroup.dk as soon as possible, and always feel welcome to contact Lotte Tolstrup, Search & Selection Group for further information regarding the role or the process at: Lotte@s-sgroup.dk or +45 4032 9734