



Export Account Manager, Europe, Injection moulded PVC/Plastic components

Carmo A/S is a Danish company with a long track record of designing, producing and selling highly specialized injection moulded plastic and PVC components to the Medical Device and various other technical industries. Production (60 FTEs) and administration (20 FTEs) are located North of Copenhagen, Denmark, but more than 90 % of the production are exported to more than 50 countries worldwide (please see www.carmo.dk).

Carmo currently invests in additional production capacity and cutting-edge technology to maintain the highest possible level of know-how as well as to live up to their key company values, flexibility and quality when helping their customers turning ideas into products.

THE POSITION

Carmo is now looking for an Export Account Manager to maintain and develop sales to the European Medico Industry. Based on Carmo's own portfolio you will visit existing and new customers, also being able to offer development and production of your customers' own designs. You will be responsible for the entire sales process generating a solid pipeline, identifying needs for existing products and potential projects, elaborating solutions, conducting negotiations and supporting the process from order to delivery.

Organizationally, you will be based in Espergaerde and report to the VP for Sales & Marketing in a sales team of 6 people, cooperating closely with colleagues in Product Development, Quality, Production and Administration. You will be part of a flat and agile organization consisting of a total of 80 highly skilled and motivated colleagues in Denmark, and will be contributing to the cooperation with Carmo's agent in France. Travels are estimated to lie 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 project sales to the Medico Production Industry with its regulatory standards.

Personal profile:

- Independent and result oriented
- Can do attitude
- Strong business acumen
- A skilled negotiator
- A great networker at all levels in- and externally

You are fluent in oral and written English and preferably also in German, and you hold a driver's license.

APPLICATION

This recruitment is handled by Search & Selection Group. Interviews are conducted currently, therefore please submit your application 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