



Join SCANGRIP as Area Sales Manager in Germany

Are you a sales manager with a passion for innovation and a drive for success? As a satellite to our Head Office in Denmark, you will have the exciting opportunity to continue developing the German market, representing Europe's leading manufacturer of innovative LED work lights for professionals.

SCANGRIP already has good business relations with distribution partners in Germany but further potential for SCANGRIP products in Germany is very good. Our products are used in professional customer segments within automotive, industry and construction.

The perfect candidate has documented sales results from previous jobs and sales experience with large dealers/wholesale companies. It will be an added advantage if you have a background in selling tools, spare parts, or other technical products aimed at professional end users, but this is not a requirement.

Most importantly, the candidate demonstrates drive, initiative and can work independently. You will be part of a European sales- and support team, in Germany with two colleagues, but on a day-to-day basis you work on your own to build and develop sales channels in the market.

Your daily work will focus on:

- Customer interaction – we expect that you spend 70 % of your time on external sales activities.
- Develop sales and marketing plans with and for your distribution/dealers and buying group partners.
- Joint visits together and product training with your distributor/dealers.
- Participate in local and international fairs.
- Reporting to head office in Denmark.
- Open for travel with accommodation.

Your specific qualifications:

- Experience in developing business with distribution/dealers and buying groups.
- Strong Key Account profile with a strategic approach.
- Like to work both on a strategic level and in front of dealers and end-users.
- You have good experience in using Microsoft Office programs, and you can communicate in English on a professional level both verbally and in writing.

Attractive salary package, including a business car and digital devices

We are looking forward to receiving your written application and CV at jhi@scangrip.com. If you have any questions, please call Sales Director Jens Henrik Jakobsen +45 20 14 14 28. Please do not include sensitive or confidential personal data, including social security numbers, in your application.