



## Area Sales Manager

As an Area Sales Manager for HAI, your job will be direct B2B sales. You will be involved in the entire sales process from customer search to contract conclusion.

### Responsibilities:

- You will be tasked with promoting and developing sales by seeking out new customers and further developing existing customers together with in-house technicians.
- You must create and maintain good customer relationships.
- Prepare offers for customers together with internal employees.
- Participate in the development of potential suppliers.

Customers range from large multinational OEM companies to niche companies in various industries.

### Professional qualifications:

- You must have a natural business and technical understanding in an international trading environment.
- You have a relevant degree of education and you have a professional background or have worked with technical issues.
- You have sales experience, preferably international.
- You are fluent in English, written and spoken at a high level of negotiation.

### Personal qualifications:

- You have a strong drive, and you are focused and energetic.
- You are trustworthy and a strong deal closer.
- You have a good deal of humor and understand how to act on all organizational levels.
- It is natural for you to work independently and plan your workday, as well as prepare monthly plans and report monthly follow-ups.
- You are able to build a network in approach to new customers and develop the existing business, as well as think creatively, clearly and innovatively with value for the customer.

### You are offered:

- A position where you have a great responsibility and opportunity to influence your workday.
- Workdays that are never similar, where you are surrounded by dedicated and competent employees who like to share their knowledge.
- A company where you will influence our future development.
- A dynamic company with short lines of communication where there is not far from thought to action.
- Employment conditions that correspond to the job description and qualifications.
- Company car, mobile phone and notebook.

You must expect a travel activity of approx 60 days annually distributed with approx one week a month. In addition, participation in the organization and conduct of trade fairs and other export promotions.

Your workplace is in Kurtscheid, Germany, but with Headquarter located in Horsens, Denmark. In addition to your travel activity, you should expect to visit the Headquarter 6-8 times a year.

You will refer directly to our Head of Export Sales, who has offices both at Headquarter and at the factory in Kurtscheid.

If you have any questions regarding this job offer feel free to contact the Head of Export Sales, Kasper Berggren, +45 26722289.

We are looking forward to hearing from you.

Deadline for applications: 31/08/2020