



## Join SCANGRIP as Area Sales Manager for selected European markets

*Are you driven by innovation and success? As a satellite to our Head Office in Denmark, you will continue developing selected markets, representing Europe's leading manufacturer of LED work lights.*

SCANGRIP A/S is developing and manufacturing LED work lights for professional use and is market leader in many European countries. We build our business together with local distribution partners. We are looking for an Area Sales Manager with responsibility for Switzerland, Austria, Czech Republic, Slovakia and Hungary. To develop the selected markets, we are looking for someone located in, or close to the region, and who can work out of home, as a satellite to the Head Office in Denmark.

SCANGRIP already has business with distribution partners in the region, but further potential for SCANGRIP products is very good. Our products are used in many individual customer segments as Automotive, Industry and Construction.

The perfect candidate has documented sales results from previous jobs and sales experience to large dealers / wholesale companies. It is an advantage if you have a background in selling tools, spare parts, or other technical products towards industrial end users, but this is not a requirement. Demonstrating drive, initiative, and the ability to work independently is essential for this role. You will be part of a European sales team, but on a day-to-day basis, you will work autonomously to build and develop sales channels in the markets.

### **Your daily work will focus on:**

- Customer interaction – we expect that you spend 60% - 70% of your time on external sales activities.
- Develop sales and marketing plans with and for your distributor/dealers.
- Joint visit together and product training with your distributor/dealers.
- Participate in local and international fairs.
- Reporting to Head Office in Denmark.

### **Your specific qualifications:**

- Experience in developing business with distributors/dealers.
- Strong Key Account profile with a strategic approach.
- Like to work both on a strategic level and in front of the dealers and end-users.
- You have good experience in using Microsoft Office programs, and you can communicate in both spoken and written English and German at a professional level.

We are looking forward to receiving your written application and CV at [jhj@scangrip.com](mailto:jhj@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.