



Join SCANGRIP as Area Sales Manager in France

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

SCANGRIP A/S is developing and manufacturing LED Work light for professional use and is today market leader in many European countries. We build our business together with local distribution partners.

To develop the French market, we are looking for an Area Sales Manager located in the middle/northern part of France, who can work from a home office and in close cooperation with our Sales Manager for France.

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

The ideal candidate has to be able to provide sales results from previous jobs and sales experience with 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 and in close cooperation with our Sales Manager for France.

Your daily work will focus on:

- Customer interaction – we expect that you spend 60% - 70% of your time on external sales activities.
- Support our distributor/dealers' sales team. Joint visit together and product training
- Participate in local and international fairs

Your specific qualifications:

- Experience in working with distributors/dealers.
- Familiar with support to Key Account customer.
- Good experience in using Microsoft Office programs, and ability to communicate in English on a professional level both verbally and in writing.

We are looking forward to receiving your written application and CV at 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.