Sales Engineer

Ref. Sales Engineer_DK_2401
Location: Hadsten, Denmark

About the job

Do you only strive for customer excellence and do you want to grow your career in step with our company? Welcome to Carlo Gavazzi, where we are designing and manufacturing Industrial Automation Components. Our Group's products (sensors, monitoring relays, timers, energy management systems, solid state-relays, safety devices, fieldbus systems) provide automation solutions for the global markets of industrial and building automation across Europe, the Americas and Asia-Pacific through a network of 23 owned sales companies and more than 60 independent national distributors.

Carlo Gavazzi Denmark is currently looking for a talented and passionate **Sales Engineer** who is responsible for new business development in Denmark, as well as achieving the country corporate sales and marketing plan. The role is reporting directly to our National Sales Company Manager, Denmark.

You will be part of a sales organization that is passionate about working with our clients to create a unique product that is more advanced than anything currently available on the market. As a Sales Engineer, you will drive and support the development of our National Sales Company, with the aim of reaching and exceeding the objectives in terms of sales and profitability.

What does this mean?

- You will visit regularly potential customers to develop product sales in Denmark.
- You will target customers (Original Equipment Manufacturers, System Integrators, Panel Builders) directly to create and increase the market demand for electronic/electrical automation component products
- You ensure continuous improvement of sales development with the aim to grow the sales and the profitability in the assigned region.
- You formulate and execute action plans, product managers and sales teams that will be considered instrumental to reach the sales objectives
- You identify the Strategic Market potentials and opportunities in Denmark and sales channels for the products.
- You will prepare sales reports showing sales volume, and associated business sales forecasting
- You will be responsible for maintaining and developing own customer base and also find and develop new customers
- You will maintain master data in our CRM on own customers and projects.
- You will enter and maintain price agreements for own customer including pricing negotiations.
- You will maintain a deep understanding of applications within industrial automation and clearly communicate the value Carlo Gavazzi can add to the individual applications.

Requirements

Sounds great! Am I the Sales Engineer you are looking for? Let's see:

- You are passionate about the Industrial and Building Automation market; and have the ability to work independently and directly with local customers in achieving sales objectives.
- You like to operate effectively as part of a team while working independently within the assigned territory.
- You understand customer needs in different applications and commercially strong.
- You are bilingual in **English and Danish**.
- You are proficient in Microsoft Office 365 and CRM tools

Benefits

Why should you apply?

- You will be joining a team of enthusiastic and passionate colleagues.
- You will be working on selling truly unique products, end-to-end. Yes, you can be an inventor! There is nothing more thrilling than seeing your work out there on the market.
- Carlo Gavazzi is a fast-growing company, so you can grow with us and grow in your area of expertise or interest.

And yes, Carlo Gavazzi is an award-winning company! We want to excel in what we do, it's no walk in the park but our hard work pays off.

Interested in finding out more?

Please send your CV to **GlobalTalent@carlogavazzi.ch i**ndicating the reference of the position you are interested in!

Browse our website (**www.gavazziautomation.com**) or visit our **LinkedIn page**

The **Data Controller** is Carlo Gavazzi Handel A/S with registered office in Over Hadstenvej 40, DK-8370 Hadsten - Denmark - handel@gavazzi.dk