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| Job title | INTERNATIONAL SALES MANAGER |
| Keywords | You are a selfmotivating, independent, creative, and outgoing person with outstanding people skills |
| Workplace | Roskilde/Worldwide |
| Company description | <p>Stensborg is a privately held company located in Roskilde, Denmark, 30 minutes from Copenhagen Airport. The company has served their clients for nearly 20 years producing holographic masters and imprinting templates for security purposes as well as numerous light controlling applications for technical processes.</p> <p>The patented Holoprint® technology is wholly owned by Stensborg and was developed in cooperation with industry and research partners as the former Danish National Research laboratory Risoe, now part of the Technical University of Denmark.</p> <p>The company's skilled team excels in the full production cycle of nano and micro surface relief creations as well as graphic printing production. The company has their own range of proven machines, prepress materials and resin chemistry.</p> <p>If you have any questions about the position, please call Profilpartners at: +45 43434060.</p> |
| Job description | <p>Stensborg is looking for an experienced International Sales Manager to join their journey to improve the world with nanoimprint lithography.</p> <p>Stensborg is a well-established company with more than two decades of experience in the fabrication of high-precision micro- and nanostructured surfaces and components.</p> <p>Reporting to the company's CEO, you grow and expand the business of nanoimprint manufacturing equipment. You will be communicating and selling Stensborg's products and technical services to the customers that range from academic institutions and public research labs to private companies operating in a variety of industries.</p> <p>The company sells directly and also through distribution partners, so you will also be responsible for establishing and supporting new distribution partners.</p> <p>You will be leading your own marketing needs, overlooking a small marketing team that currently consists of part-time associates. Therefore, you need to fulfill a broad commercial role of account manager, business development manager, and marketing manager.</p> <p>Your job tasks include:</p> <ul style="list-style-type: none">- Identify and qualify potential customer leads- Sell Stensborg's products and services to meet the company's sales objectives and goals- Communicate, build, and nurture relationships with Stensborg's current and potential clients- Attend and support trade shows and events to promote Stensborg products and services |



- Systematically develop and drive the leads funnel in our CRM system
- Capture and internally communicate new customer insights and market intelligence
- Overlook and guide the marketing department and its activities You have the ability to travel worldwide about 30-50 days annually.

Properties

You are a selfmotivating person and an experienced communicator with interest in and ability to communicate technologically advanced products.

For you to thrive in this job role, you need to be independent, creative, and outgoing, while being an analytical thinker with problem-solving and sharp decision-making skills.

You need to be a good communicator with high emotional intelligence, negotiation, and management skills.

Education

Bachelor's degree in Engineering with a flair for business or a Bachelor's degree in Business Administration with a strong flair for technology

Work experience

Sales professional having demonstrated sales excellence in an international sales position and more than 5 years of work experience in sales, preferably technical sales.

Language proficiency/IT

You are professional in oral and writing in English and Danish.

Salary

A competitive salary and participation in employee warrants program.

You are offered

Personal development in an international high-tech environment. Employment in a company with global reach and an urge to support the local community.

How to apply

The application procedure takes place in cooperation with headhunter and recruitment company Profilpartners. Therefore, please apply via Profilpartners' webpage using the following direct link:

<https://www.profilpartners.dk/ledige-stillinger/441/>