

# STRATEGIC SALES MANAGER

## TECHNICALLY ADVANCED PRODUCTS FOR THE AVIATION INDUSTRY

Vestergaard Company A/S is looking for a Strategic Sales Manager, who can, in cooperation with the existing organization, help to ensure the continued expansion in a growing and exciting industry, of a company already having global success.

### Your job:

You will be responsible for analyzing and developing sales strategies for customer segments and key accounts (typically airports, airlines or ground handling organizations), and you will have direct sales responsibility in relation to these as well. Supporting relations with existing customers, and developing new ones, will be a natural part of your everyday work. Based on customers' needs and expectations, you will develop sales strategies, and present technical and financial solutions, to all levels of the customers' organization.

Our product range consists of equipment specially designed to service and support aircraft on the ground, typically representing a value of DKK 3 to 5m, and require a comprehensive preparation/project phase before a final contract can be signed. We also produce and sell digital solutions, often integrated into our customers' IT-platforms, for optimization of the operation of our units.

### Your qualifications:

We expect that you are analytical, with a strategic approach, and that you can penetrate all levels of the customer's organization – from the financial decision maker, through the technically responsible person to the operational departments. It is important for us that you function well among your colleagues at Vestergaard Company.

### Your professional qualifications:

- Minimum 5 years of relevant experience from a similar position in a global enterprise
- A degree in economics or engineering from a recognized university or college
- Thorough IT knowledge (Excel, Word, PowerPoint and CRM systems, etc.), and capable of selling digital solutions
- English (spoken and written) at negotiation level, and preferably additional language skills
- Driver's license
- Experience from the aviation industry (maybe at the operational level) is an advantage

### Your personal qualifications:

- We expect that you have a strategic and analytical approach and that you have a flair for technology
- You are a skilled negotiator, experienced in B to B selling
- You understand and know how to decipher business cases, also from the customer's point of view, and transform this knowledge into optimal technical and economic solutions
- You are extrovert and have a powerful and targeted drive, with a high degree of independence and responsibility

Your future colleagues in the Sales and Engineering departments will provide you with a thorough training in Vestergaard's business strategy, as well as in the Vestergaard products.

### Your primary responsibilities:

- Elaboration and implementation of sales strategies for relevant customer segments
- Sale of vehicles/units for de-icing/anti-icing, as well as for potable water servicing and waste water servicing of aircraft. Sales are normally achieved through the presentation of technical, operational and quality advantages, resulting in minimized total cost of ownership for the customer
- Sale of digital solutions, supporting the operational advantages of our products
- Maintaining and extending relations with customers at all levels of their organization
- Active participation in the development of our sales department, in close cooperation with your colleagues.

### We offer:

- An independent job with great development opportunities, both personally and professionally, in an exciting company and in an international environment.
- You will work with highly skilled colleagues in a team spirit atmosphere, where the well-being of the individual employee is an essential part of the corporate culture.
- We offer an attractive salary in agreement with your qualifications, as well as benefits such as pension scheme, health care program and profit sharing. Travelling 70-100 days per year to be expected.



### Vestergaard Company A/S

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Mail your application and CV to [hrm@vestergaardcompany.com](mailto:hrm@vestergaardcompany.com) by 6 April 2017. If you have questions, feel free to contact CSO, Anders Larsen, via mail: [Anders.Larsen@vestergaardcompany.com](mailto:Anders.Larsen@vestergaardcompany.com) or via tel. +45 4642 2225.

*Vestergaard Company A/S develops and manufactures high-technology, specialized vehicles for the servicing of aircraft on the ground, worldwide. Vestergaard Company A/S has more than 50 years' experience and is a market leader and standard-setter in our industry when it comes to unit quality and functionality. We are an international growth company and have more than 250 employees worldwide. Vestergaard Company A/S has offices in Denmark, USA, France and Thailand.*