



Kvistgaard, September 2021

## Area Sales Manager, Export

Would you like to become a key employee with Mark & Wedell A/S? We are a global and growing mechanical/electrical engineering and manufacturing company located in Kvistgaard, 40 km north of Copenhagen. We offer our employees a combination of a great working environment, international focus and an exciting product portfolio.

**Mark & Wedell** develops, design and manufacture high quality products and solutions for a solid and growing international customer base within the global mining-, minerals-, and energy industry. Our brand JAWO and unique know-how are well recognized in our markets and among our customers due to our 40+ years of history.

### The Position

With direct reporting to the Sales Director, Mark & Wedell is looking for a result oriented and internationally thinking **Area Sales Manager**, focusing on our international customers. The position requires BtB Project Sales experience. Sales channels are directly to end customers, EPC's or through local sales channels (agents/ distributors). A travel requirement of 30-50 days/year is expected.

### Responsibilities:

- Promoting Mark & Wedell A/S to existing and new customers.
- Identifying potential leads and developing a portfolio of project opportunities.
- Preparing technical- and commercial proposals for both products and solutions.
- Negotiate and close orders to new clients, exiting key accounts and distributors.
- Coordinating and contributing to marketing campaigns and sales planning.
- Supporting the executive management in the strategic development of the company.

### Qualifications:

- 3+ years of high-level technical sales experience in the engineering sector, including consultative selling.
- Superior communication skills both oral and in writing.
- A master/bachelor's degree in mechanical, electrical or other relevant engineering.
- Negotiating skills on high level.

- Key account management for EPC's, end customers, OEM's and M&W's sales channels.
- Self-motivated and goal oriented, yet a pro-active team player.

**We offer:**

- A job in an international company with a premium brand and presence in all parts of the value chain from product development to contract execution.
- A great opportunity to utilize, shape and expand your skills and expertise within sales and product marketing.
- A chance to work within an agile and non-hierarchical organization with direct access to the executive management.
- Flexible working hours.
- A remuneration that will meet your qualification and onward performance.

**Interested?**

If you are interested to know more about this position, do not hesitate to contact our Sales Director, Jan Jørgensen, +45 4044 4257, or submit your CV and application to e-mail: [jfj@markwedell.com](mailto:jfj@markwedell.com).