



ELPRO is a global Swiss manufacturer of innovative solutions for monitoring critical climate data in various supply chain processes serving the pharmaceutical, life science, healthcare and logistics industries. ELPRO employs over 200 employees worldwide and owns subsidiaries in Switzerland, Germany, UK, Nordics, Benelux, USA, Singapore and Hungary. Since 2022, ELPRO is part of the BOSCH Group. To support our Nordics Sales Team, we have an immediate desire to find the right fit team member fill the following position:

## Senior Field Sales (100%), Denmark (Nordics Region)

### Job responsibilities

- > Implementation of action plans and campaigns to develop the sales territory
- > Acquisition of new customers and Contract negotiation
- > Managing assigned customers, including cross-selling and upselling
- > Selling proficiency across our entire product range
- > Sales opportunity and proposal management
- > Maintenance of the CRM system (HubSpot)
- > Close cooperation with subsidiaries in Europe as well as marketing, online sales channel, key account management and project management teams
- > Willingness to travel (approx. 60 %) in the sales area Nordics, especially in Denmark, Sweden and Norway

### Preferred background

- > Further education in business administration, sales or similar
- > Over five years of professional experience in field sales (Acquisition of new clients and track record of closing deals)
- > Good technical understanding of Hardware & Software as a Solution Selling
- > Knowledge of the pharmaceutical industry is an advantage
- > Good IT skills and familiarity with CRM systems
- > Danish and English (spoken and written), Swedish and/or Norwegian is beneficial
- > Danish resident

### Your personality

- > Team player
- > Consultative sales focus (passionate deal closer)
- > Open minded
- > Positive mental attitude
- > Willing to learn
- > Consultative

### We offer

- > Helpful and motivated colleagues
- > Friendly working atmosphere
- > Structured onboarding program
- > Independent and accountable work environment
- > Office in Roskilde in combination with Home Office
- > Company car & mobile phone, (work & private use)

### TO APPLY CONTACT:

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