

Searching New Area Sales Manager Selected countries – Europe

October 2017

Join a winning team in the fast-growing aviation business

ITW GSE (AXA Power) holds a leading position within the aviation business. Our vision is to supply the cleanest, most reliable and cost efficient Ground Support Equipment (GSE) to our customers. Our corporate values and the dedication of our work force remain the cornerstone of our success, something that really differentiates us from other suppliers and increases the number of repeat customers.

If you want to join our winning team, your future accounts will be airports, airlines or distributors in selected European countries. And you will be working with project sales ranging from small scale to large scale projects.

Key Responsibilities

You will be managing all aspects of the sales process from the first contact to the signed contract and even beyond. But you will of course not be alone. You will have a great team of colleagues to support you. The job includes:

- Preparation of action plans and sales budgets for the individual markets incl. follow up
- Direct sales and sales through distributors
- Business development : initiate & engage in new projects with direct customers or through distributors to grow the business
- Select, manage and lead distributors to the set annual budget
- Analyze and follow market developments (customer, competitors, trends, market position etc) and provide market intelligence from the field for planning sales/marketing strategy
- Participation in sales meetings, trade shows etc.
- Expect travelling 40-75 days per year

Key Requirements

- Open minded, result-orientated person with a good personal drive
- Ambitious, proactive and passionate approach, able to keep a cool overview of major priorities
- Good analytical skills as well as commercial and technical understanding
- Natural perseverance and patience necessary to succeed
- Communication, presentation and persuasion skills, knowing how to focus on what is important.
- Trustworthy and outgoing, thriving in the role that builds and maintains long-term customer relationships
- Team player with a good sense of humor
- Fluent in written and spoken Danish and English. Another language would be a plus



Candidate Background

- Three to five years of experience in a technical sales within the B2B industry **OR** newly educated and eager to learn from your colleagues and develop in a position as “junior area sales manager” where you will be assigned to market responsibility as you learn
- Relevant education within sales and marketing; e.g. Diploma in Business Administration Sales & Marketing (B Com University Level or similar)
- Knowledge of the airport business is an advantage, but not a must.
We are prepared to invest the required amount of time and resources in the right person through a thorough training program.

For the right candidate, competitive compensation and career growth prospects are available.

If the job description matches your next carrier step, we look forward to receiving your application **in Danish** via mail. We hope than you can start as soon as possible, but we will wait for the right person.

CONTACT

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About ITW GSE

ITW GSE focus on connections that are critical to aircraft. And on developing innovative products that add value. We are the market leaders and specialists, dedicated to what we are doing. And we are always at the forefront of the market trends. Not at least because we understand our customer's requirements. We are global with manufacturing facilities in the US and in Denmark, more regional offices and a large distribution network that covers the whole world.

ITW GSE is owned by Illinois Tool Works Incorporated (ITW Inc.), a multi-national, publicly traded (NYSE) company headquartered in Glenview, Illinois with more than 90 decentralized business units in 56 countries and nearly 50.000 employees and a turnover above 13,6B\$.