

JOB PROFILE

ACCOUNT MANAGER SOFTWARE SOLUTION PROVIDER

For our client Zetes, we are looking for an ambitious Account Manager to maintain and develop current as well as new customers. Zetes develop and deliver end-to-end traceability and mobility solutions to support complex supply chain processes.

THE COMPANY

Zetes is a leading international provider of software- and mobility solutions to the supply chain, transport and logistics business. The solutions optimize the control of the physical flow of goods from production to consumer, via secure identification and traceability on all locations, efficient handling of stocks, as well as user-friendly management via cloud based applications and mobile units.

Among Zetes' Danish customers, you will find some of the largest industrial and logistics companies in the country. In order to meet the growing demands, the Nordic sales organisation is strengthened in a new structure, and to support a continuous growth, Zetes is looking for an ambitious Account Manager.

Further information on www.zetes.com.

THE POSITION

The position as Account Manager in the Danish branch will report to the Nordic General Manager.

Zetes' Danish office is located in Vejle, but as a daily presence in the office is not essential, your personal location could be anywhere.

Your responsibility will be to secure the ongoing sales process with existing clients, ensuring that relations are well maintained – as well as developing new clients and accounts in order to grow sales.

The clients' decision process can be quite long, for which reason a continuous and patient effort to work with an active pipeline is of great importance.

The Danish team consist of 3-4 professionals, having strong technical competencies. The team plays an important role as technical backup in the sales process. The solutions range from single applications and mobility hardware to complete logistics solutions.

Your main areas of responsibility are:

- 🕒 Develop new business with selected clients and segments
- 🕒 Create growth in accordance with agreed budgets
- 🕒 Maintain ongoing sales process and relations to existing clients
- 🕒 Build relevant network and relations

THE CANDIDATE

First and foremost, you have experience with selling IT solutions within specialized segments.

Knowledge about the supply chain and logistics challenges in large industrial and transport companies is an advantage, and could in fact be your primary angle towards this job.

You enjoy working in a small and professional team, promoting business critical solutions to some of Denmark's largest companies.

Apart from that, you are characterized as

- 🕒 Having ambitions for yourself and the company
- 🕒 Selfdriven and result oriented
- 🕒 Being a good merchant
- 🕒 Outgoing and positive attitude
- 🕒 Having a structured approach towards your tasks
- 🕒 Being patient and able to handle long decision processes
- 🕒 Being a good communicator, verbally as well as in writing
- 🕒 Commanding English on negotiation level, verbally as well as in writing
- 🕒 Having experience with CRM systems, possibly Salesforce

THE COMPANY OFFERS

- 🕒 A challenging job, with the possibility of achieving good personal results and possibilities to build a career within an international organisation
- 🕒 Attractive salary package with fixed salary, company car, pension, healthcare, etc.

ACCESSION

As soon as possible – but we are ready to wait for the right candidate.

APPLICATION

A motivated application can be sent to our recruitment partner:

Sten Appelon Petersen
CEO, Insightments Denmark

Mobile: +45 2270 8320
Mail: sap@insightments.dk