



Account Manager / Outside Sales / Technical Sales Representative

We are searching for a driven technical sales representative to join our dynamic team in a growing company.

Your tasks

- You should have a clear understanding of the components of the products and the ability to demonstrate how they work.
- Establishing the technical needs of the customer and suggesting appropriate products
- Explaining complex technical information to customers in a way that is easily understandable.
- Build up relationships with key decision makers, influencers and establish new business opportunities
- Following up with customers and resolving any issues that may arise
- Keeping customers informed about new technological products
- Compiling proposals and reports
- Report regularly to the manager on project opportunities and status, customer requirements, competition strategies and market trends
- Updating records of customer communications and contact information
- Participates in customer development activities as trade shows, fairs, conferences aiming to promote the sale of products, solutions, and services
- Be knowledgeable about competing products

Your profile

- Understanding of technical systems
- A minimum of 2 years of sales or marketing experience
- Technical knowledge and a comprehensive understanding of how the company products work.
- Strong interpersonal and communication skills
- The ability to identify and follow up on leads
- Exceptional skills in selling products and closing deals
- Knowledge of sales promotion techniques
- Excellent presentation skills and a professional appearance
- A valid driver's license and a willingness to travel
- Excellent communication skills in English and proficiency in German (any additional languages are welcome)

We offer

A familiar working atmosphere within a committed and friendly team, short decision-making processes, flat hierarchy and open internal communication. We have joint weekly breakfast meetings in order to exchange ideas among each other, competitive compensation with performance-related additional benefits, an additional company pension scheme, varied work and a secure job in a growth market.

We look forward to receiving your complete application, stating your salary requirements and earliest possible starting date.

Please email your application to: kf@epttechnologies.dk