

SALES MANAGER

To expand our sales team at Tetra Pak Filtration Solutions in Silkeborg we are looking for a Sales Professional with dairy processing knowledge and commercial flair.

As a Sales Manager, you are responsible for supporting and developing your own geographical sales area in close cooperation with the local Tetra Pak market company. You will work closely with our customers, your colleagues in the market companies, the support functions in the sales team, and your colleagues in other teams.

The job

- Driving sales and actively developing the long-term relations to customers and market companies
- Listening to, understanding and analysing customer needs
- Planning and running customer seminars, trainings, and presentations
- Support to customers and Tetra Pak market companies
- Active follow-up on inquiries and quotations
- Handling receipt of orders and handover to project department
- Ensuring fulfilment of the budget
- Travelling activities, approx. 50 days per year

Your professional profile

- Relevant educational background e.g. B.Sc. Dairy Technology or dairy technician
- Experienced in dairy processing and equipment and/or knowledge of membrane filtration
- Ability to see opportunities and understand market trends
- Excellent communication skills and interest in interacting with different people and cultures
- A proven track record of commercial achievement and negotiation skills

Your personal profile

- Result oriented, structured, and disciplined
- Outgoing with strong presentation skills
- Ability to work independently and in teams
- Willing to continuously seek new knowledge and opportunities
- Ability to communicate clearly with customers and colleagues
- Fluent speaker of English and Danish

The opportunity is yours!

We offer a challenging and demanding job in a dynamic team that combines personal development and job satisfaction in an inspiring environment. The right candidate will have free working conditions and attractive terms of employment. Please send your written application with relevant data as soon as possible and not later than 5 April 2018. We are inviting relevant candidates for interviews on a continuous basis.

Visit www.tetrapakfiltration.com or www.tetrapak.com, or call General Sales Manager Susanne Greve on +45 2016 3555 for further information about the position and the company. To apply, visit careers page on www.tetrapak.com and select Denmark, Silkeborg as location to apply for the vacancy. To ensure the perfect match between you and us, there will be tests in the recruitment process.

Tetra Pak is the world's leading food processing and packaging solutions company.

Working closely with our customers and suppliers, we provide safe, innovative and environmentally sound products that each day meet the needs of hundreds of millions of people in more than 170 countries around the world.

With over 23,000 employees based in over 85 countries, we believe in responsible industry leadership and a sustainable approach to business. Our motto, "PROTECTS WHAT'S GOOD™," reflects our vision to make food safe and available, everywhere.

More information about Tetra Pak is available on www.tetrapak.com.

Tetra Pak Filtration Solutions with offices in Silkeborg, Denmark and in Champlin, USA is the group competence centre for **membrane filtration**. Altogether, we are 130 dedicated employees. See more on www.tetrapakfiltration.com.

Tetra Pak Filtration Solutions

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