

Senior Sales Manager with experience from Middle East Area

Do you get energy sparring with customers and cooperate closely internally finding the best solution to be sold? Do you want to take part selling sustainable filter solutions? In case so, you might be our new Senior Sales Manager to join our team!

We are looking for an experienced Senior Sales Manager to our Aftersales department with experience from Middle East Area and with a strong background in dust collection filter bags to join our team. As the Senior Sales Manager, you will be responsible for driving sales growth, establishing, and expanding our presence in Europe and the Middle East market, and providing expert guidance on dust collection filter bags. This is an exceptional opportunity to showcase your sales prowess, expand your network, and contribute to the success of our company.

Responsibilities and ambitions

You will be part of our Aftersales department which consists of 9 team members who support each other in the daily work. You are among others responsible for:

- Develop and execute a comprehensive sales strategy to drive revenue growth, increase market share, and expand our customer base for dust collection filter bags in Europe and the Middle Eastern market
- Identify and target key industries, including manufacturing, processing, and industrial sectors, to secure new business opportunities and partnerships.
- Collaborate with the marketing team to develop compelling sales materials, promotional campaigns, and market positioning strategies.
- Possess expert knowledge of dust collection filter bags, including different materials, filtration efficiencies, applications, and relevant industry standards.
- Provide technical guidance and support to customers, distributors, and internal sales teams regarding dust collection filter bag selection, performance optimization, and troubleshooting.
- Stay up to date with industry advancements, emerging technologies, and competitor offerings in the field of dust collection and filtration.
- Build and maintain strong relationships with existing and potential customers across Europe and Middle East, ensuring high customer satisfaction and fostering long-term partnerships.
- Conduct in-depth customer needs analysis, site visits, and product presentations to understand customer requirements and recommend tailored solutions.
- Collaborate with the customer service team to promptly address customer inquiries, resolve issues, and provide after-sales support.

Who are you?

The ideal candidate has technical sales experience, with a strong background in dust collection filter bags and experience from Middle East Area and Europe markets.

Otherwise, it is important that you have:

- An industrial background - minimum 3 years of relevant experience in a similar role with industrial parts & products and/or filter technology.
- Demonstrated ability to achieve and exceed sales targets, develop new business, and build lasting customer relationships.
- Excellent communication, negotiation, and presentation skills, with the ability to effectively engage with stakeholders at all levels.
- Proficient in English
- Willingness to travel extensively within the Middle East to meet customers, attend trade shows, and conduct sales activities.
- Self-motivated, results-driven, and able to work independently as well as collaboratively in a cross-functional team environment.

Who are we?

Simatek is a Global leading manufacturer of Industrial Emission and Air pollution Control Solutions and Parts with headquarter in Denmark and having and having global production facilities and network. We are present in various industries such as Cement & Lime, Food & Dairy, Grain & Feed, Energy & Waste and Chemical & Mineral Resources.

We offer

We offer you an opportunity to help shape a sustainable world. We offer development and onboarding with sales within industrial parts & product.

We offer to work in a company culture that stands for integrity, flexibility, involvement, and innovation. We are committed to our employees' well-being, why we at least once annually coordinate company events and among others you will have the opportunity to join different social activities coordinated by our Employee Association, joining Employee Clubs.

We prioritize work-life balance with the possibility for flexible working hours (work between 7-17), home office and mental well-being including health insurance and focus on work atmosphere. At Simatek you have opportunities for growth & development.

Working place:

We have offices in Sorø and Albertslund or opportunity for working from home in Denmark.

Would you like to know more?

If you have any questions or need further information, please contact HR Manager, Gina Nielsen +45 61 61 60 29.

If you recognize yourself in the role as a Senior Sales Manager at Simatek, please send your application to recruitment@simatek.com no later than 28th of February 2024. We will ongoing screen candidates and initiate interviews. We are looking forward to receiving your CV.