

Senior Sales Manager, Nordics – Distribution and Dock Builders

An attractive position with an international Market Leader in the Marine Industry

Are you an experienced, internationally oriented sales professional? Do you have a background in the marine industry? Would you like to join a strong European team in a growing organization with locations in Italy, Canada, China and Australia and now new activities coming up in the Nordics? Do you wish to create an impact, while evolving in a dynamic and inclusive culture founded on cooperation, curiosity and high ambitions?

If so, we may have the perfect job for you!

The company

CMP is a leading provider of products, solutions and services to consumers and recreational and commercial clients in the marine sector. The company operates worldwide and is made up of many individual brands, each serving customers in different ways, but all with a focus to provide consumers with innovative and value-adding solutions. The company believes that innovation and development is important in all the industries served and they take great pride in pursuing that excellence.

CMP is dedicated to being a market leader, providing unique and distinctive products, but also continuing the ongoing effort to providing green products suitable for all marine applications. The loyalty and support of customers has made it possible for CMP to grow from a small metal foundry, to a global leader with extensive manufacturing capabilities.

Landau Headhunting is supporting CMP in searching for two important sales profiles in order to expand its presence in Europe, especially in the Nordics Area. This is one of them.

The job

We are searching for an international sales profile with a background in the marine industry. In this new Senior Sales Manager role, you will be responsible for managing and developing sales through Distribution and Dock Builder channels. You will assume responsibilities for old and new customer relationships and service.

Based in either Denmark, Sweden, Norway or Finland, and reporting to the General Manager of CMP Europe, you will have the overall responsibility for an important strategic area. In addition to being represented in the Company Steering Committee, your main responsibilities will be:

Sales:

- Develop and implement sales, marketing plans and “go-to-market” strategies for the Distribution and Dock Builders channels in all European countries outside Italy, though with a focus on the Nordics
- Develop and manage annual strategies to accomplish sales growth and profitability goals
- Effectively collaborate with CMP colleagues as well as with sales agents and other business partners
- Develop specific subject matter knowledge on CMP products and provide input to new product developments
- Identify new business partners and/or strategic partnerships
- Actively contribute to increase customer satisfaction and brand awareness

Marketing:

- Maximize Brand Equity by actively and ongoingly promoting the offered products
- Attend all required trade shows and actively assist in the setup of the shows

The position is:
Closed

Application Deadline:
Closed

Contact person:
Mette Landau
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Location:
Denmark, Norway,
Sweden or Finland

- Provide direction to marketing department on their efforts to promote new products through various promotional channels including various company catalogues

Administration:

- Support Finance Department in meeting company objectives
- Submit timely and accurate reports on monthly basis (expenses, car allowances, restaurants, etc.)
- Provide timely and accurate budget reports as required
- Assist in the accuracy and timeliness of hardcopy and system pricing for the customers assigned
- Provide regular business updates to the General Manager

Your professional profile and personal characteristics

The job requires a person who has served min. 5 years in a sales role in the marine industry having an extensive network in the marine industry and knowledge of the key players in the market. We expect you to be a strong salesperson, who pursues both short- and long-term goals.

Overall, we are interested in the following professional skills:

- Solid business understanding
- Background from sales in the marine industry
- Solid technical insight
- International (sales) experience
- Strong negotiator
- Experience in developing best practice business processes
- In-depth knowledge of Microsoft Office
- Fluent English in writing and speech. Good knowledge of Scandinavian languages. German and possibly other languages will be an advantage.

You are commercially trained with technical flair/experience. Your education is not key, it is your practical background and experience that counts.

We are searching for a Senior Sales Manager with a dynamic personality. A team player and a strong communicator. You have a natural interest in understanding the business structures and processes of the company, and you are a talented internal salesperson capable of conveying your knowledge and the expectations and demands of the customers to the rest of the organization. Moreover, you enjoy meeting new people and creating new relationships. You have a good sense of humor and an innovative and energetic attitude. You are structured and trustworthy, and you are independent, result-oriented and self-motivating with the ability to stay focused.

CMP offers an exciting job in an international company that guarantees you excellent development opportunities both professionally and personally. CMP has high ambitions and significant growth plans, and you will play a key role in reaching the goals. The work environment in CMP is informal, and you are offered good working conditions incorporating flexibility and freedom with responsibility.

Interested?

Please apply soonest possible (in English) by clicking the "Apply" button and thereby uploading your CV and application. For any additional information, please contact Founder/CEO Mette Landau from Landau Headhunting by phone: +45 2190 2188.

Landau Headhunting will carry out the recruitment process. Therefore, all inquiries should be directed to Landau Headhunting. We will call in relevant candidates for interviews on an ongoing basis, and we reserve the right to call in candidates prior to the application deadline. We are looking forward to hearing from you!

Read more at CMP's website: <https://cmpgroup.net/about-us/>

