

Become the next International Sales Representative for the Nordic Market for Scanavo A/S – Beauty & Cosmetics

Scanavo A/S is a Danish Packaging company with an international reach. Scanavo is among the world's leaders in media packaging and branding. Scanavo's unique concepts are sold through Scanavo's offices in Europe, Asia and North America, to the world's leading producers of movies, games and music – including the major Hollywood-studios. For the past several years, Scanavo has channelized into selling packaging to the steadily growing global Cosmetics-industry, both for Skincare and Make-up lines. This division is to be one leg of a growing part of Scanavo's business in the years to come.

ScanPeople is hiring an International Sales Representative on behalf of Scanavo A/S – Beauty & Cosmetics-division.

VISIT
www.scanavo.com
for more information

BEAUTY & COSMETIC DIVISION

We develop, design and bring to market great innovative packaging to the Beauty & Cosmetics industry. You will be a part of a smaller team in the division, who closely cooperate with our Hong Kong office in the development process.

ABOUT THE JOB

We are seeking to recruit an International Sales Representative for the Nordic market to take care of existing Danish customers, develop the market in Denmark further and as well in rest of the Nordic countries.

The successful candidate will be a credible national and international sales professional, ideally with experience from some of our business areas and with knowledge of the marketplace. Responsible for your own lead generation, appointment setting, proposal development and presentation, you will pro-actively manage the Nordic sales for Scanavo Beauty & Cosmetics-division.

The core of the role includes all aspects of the international sales and business development process, focused on building new business relationships, as well as building on and developing existing customers already in place. You will be reporting to the Head of Sales.

PRIMARY FOCUS

- Handling and developing business with existing customers.
- Build new major business opportunities in Nordic market by sales canvassing.
- Develop, implement and manage sales and relationships with new clients.
- Negotiate and close business to exceed targets by being in regular telephonic and face to face contact with clients.
- Generate leads through market and client-research.
- Be able to break into medium to large organisations at different levels.
- Manage and be part of all processes of a typical sales cycle from A-Z.
- Monitor competitor activity and market dynamics.
- Recognise and recommend improvements to existing processes to improve revenue performance.

SCANAVO OFFERS YOU:

- A challenging, international job in a dynamic and informal environment with committed colleagues.
- An opportunity to rise to the challenge and develop your own accounts in a very attractive and progressive industry and be part of developing and growing this new division with energetic and inspirational teammates.
- Health insurance, pension scheme and a lunch arrangement.

PERSONALITY AND EXPERIENCE

- You are inspiring, persuasive and convincing in your behavior.
- You thrive with sales canvassing, cold calling and booking meetings on the phone.
- You are outgoing, energetic and able to work independently as well as in a team.
- You are persistent and have 2-3 years of sales experience within B2B and concept sales.
- Knowledge from related industry is an advantage, but not required.

EDUCATIONAL BACKGROUND

Graduation from a business school is preferred. Academic educations are not required.

LANGUAGES

It is essential that you master English and Danish fluently in writing and speaking. Speaking another Scandinavian languages will be an advantage. Other European languages will also be an advantage, but not a must.

TRAVEL ACTIVITY

Approximately 40 - 50 days a year.

START-UP

As soon as possible, but we will wait for the right candidate.

APPLICATION

If you can relate to the above – and you are ready for new and exciting challenges, register your profile by clicking on the link below – after registration, upload your application and resume.

APPLY HERE:

[http://www.scanpeople.axp.dk/index.php?axp_act=adetails&version=1&axp_recruitment_references\[\]=11267](http://www.scanpeople.axp.dk/index.php?axp_act=adetails&version=1&axp_recruitment_references[]=11267)

If you're already registered in our database, you can simply add the job-code **11267** to your profile.

CONTACT

For more information about the position, feel free to contact Liselotte Schwanenflügel Jensen or Oscar Brammer by phone at: (+45) 43 31 00 71.

We are looking forward to receiving your application!

ABOUT SCANPEOPLE

ScanPeople is a young and dynamic Danish company in the Scanavo group. We are specialised in hiring staff on behalf of industrial, medical, and technical companies, and one of our strengths are the employee's much differentiated backgrounds. Together, the employees of ScanPeople have more than 25 years of experience with temporary hires, search and recruitment.

ScanPeople's green division is specialized in hiring staff within Sales, Marketing, Office and Administration.

ScanPeople's blue division is specialized in hiring staff within Industry, Technical, Medical and Pharmacological companies.

You can read more about ScanPeople at www.scanpeople.dk.

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