

CLOSED - Country Manager Denmark

THE POSITION IS CLOSED AND DO NOT ACCEPT APPLICATIONS NO LONGER

Panasonic Heating & Cooling Solutions Europe, Country Manager Sales & Commercial Denmark

Panasonic Heating & Cooling Solutions is a dynamic and innovative technical global energy solution company, with a dedicated focus on delivering cutting-edge solutions within the energy solution industry. As a subdivision in the Nordic region, our Danish office plays a pivotal role in driving sales and commercial activities in Denmark and ensure the overall alignment with the subdivision.

We are seeking a highly motivated and experienced Sales Manager to lead all our sales and commercial activities in Denmark. The ideal candidate will be responsible for ensuring ongoing success through collaboration with distributors, installers, and internal stakeholders. This is an exciting opportunity to join a growing team and contribute to the expansion of our market presence.

Key Responsibilities

- **Sales and Commercial Activities:** Collaborate closely with distributors and installers to drive local campaigns, implement go-to-market strategies, and ensure continuous sales growth. Develop and execute strategies to expand our market share in Denmark.
- **Sales Forecasting and Reporting:** Ensure accurate sales forecasting to facilitate informed decision-making. Provide clear and accurate reports on sales performance, market trends, and other relevant metrics.
- **Budgeting:** Lead the annual local budgeting process, working closely with relevant stakeholders to align financial goals with sales objectives.
- **Contract Negotiation:** Negotiate contracts with customers to establish mutually beneficial agreements.
- **Collaboration with Internal Stakeholders:** Ensure insights on upcoming activities and best practices from other markets. Providing valuable insights and feedback on market knowledge and trends to the organization. Collaborate with internal teams to integrate market feedback into product development and marketing strategies.
- **Product Knowledge:** Maintain a deep and up-to-date understanding of our products and services.
- **Team Leadership:** Lead and influence a growing team of employees, fostering a positive and collaborative work environment.

Qualifications:

- Proven experience in sales & commercial management within the energy solutions industry e.g. Heating & Cooling, HVAC or related technical industry.
- Analytical mindset with strong ability to use data and numbers for informed decision-making.
- Exceptional communication, intercultural and interpersonal skills.
- Strong negotiation and contract management skills.
- Excellent leadership and influencing abilities.
- Demonstrated success in developing and implementing sales strategies.
- Experience with both strategic and hands-on execution

The Danish HQ is in greater Copenhagen. You should be able to be physically present in the office 2 days per week.

Contact and application:

If you are a dynamic, analytic and results-driven individual with a passion for sales in the technical sector, we invite you to apply and be a key player in our success story.

Please contact Brian Ranvits (+45 2048 0548) or Christoffer Bjørk Pedersen (+45 2080 1638) from European Search Company who carries out this recruitment if you have any questions regarding

the position,

Please apply for this position using the apply button below.