

Senior Sales Manager

Do you want to take part in an exciting growth journey in a relatively new Danish industrial adventure? And are you ready to put yourself in the driver's seat and help create results together with your colleagues? Then you might be our new sales colleague.

From start-up to scale-up

We introduced our unique foil packaging machines to the European market in 2015 and are now in the process of growing the business both in terms of sales and marketing as well as in the technical field. Our customers are mainly large international companies in the field of insulation, textile (non-woven) and building material manufacturing, all of which need to have their industrial products packed and protected in an environmentally appropriate way.

As Senior Sales Manager, you must help us increase further our growth in the European market. There is a great potential in this market for our RoRo StretchPack® package concept, and we are therefore looking for an experienced and travel-accustomed colleague who, based in Central Europe, can take us to the next level.

You are given full responsibility to

- identify and contact end customers within given segments
- establish and maintain a network of new and existing partners
- convey the RoRo StretchPack® package concept to customers
- achieve our ambitious sales goals and ensure that pipeline is built
- achieve a thorough understanding of key customer needs and requirements
- attend and hold presentations at relevant conferences and trade fairs
- contribute to the composition of customers' ROI business cases

The tasks are solved in close collaboration with the rest of the sales and marketing team - which consists of 5 people - and the rest of the employees in Tentoma.

Who do we think you are?

As a person, you are solution-oriented, innovative and have a great drive and will to succeed. It is crucial for success in the job that you are commercially minded while you think in the best technical solution for the customer, and that you master the usual disciplines within sales. As a person, you make a positive difference, and you are results-oriented and analytical. You enjoy working independently but also thrive in a team where we accomplish jobs jointly.

You thrive in a small organization, where you will carry out several tasks by yourself. You have a high energy level and thrive on setting goals and achieving them.

You are good at communicating, both orally and in writing. You are fluent in English and preferably in German as well.

And if you have experience with project sales of machines for industry in the European market, it will be fantastic.

What do you get in return?

A demanding but also a super exciting job in a company:

- where high professionalism and customer support are key words
- where an informal tone in a busy and positive work environment exists
- where we care about each other
- where you have a great influence on your own everyday life
- where strong performance is rewarded

You become part of a small and growing team, where good ideas are more than welcome, and where we all live the company's values every day.

Have you become curious?

Call Sales and Marketing Manager Jane P. Tønder on telephone +45 8140 6021 for a non-binding talk about the position.

Application

We conduct interviews on an ongoing basis, and we look forward to receiving your application and CV. Please send it to our HR department ira@tentoma.com

Employment

As soon as possible.

Who are we?

Tentoma is a relatively young company with 30 employees. Tentoma is owned by The Danish Vækstfond, Investo Capital and several private investors.

Our packaging machines save tons of plastic and energy compared to existing packaging solutions and working with the UN's 17 world goals is thus important to us and our customers.

Further information about Tentoma can be found at www.tentoma.com