

Sales Manager

Cloud Solution * Growth Company * Warrants



The challenge

With reference to the CEO and founder you will have the sales responsibility for the Nordic area. You establish sales meetings, identify customer needs, present the business case, make product presentations and close the deal.

Sales budgets, forecasting, pipeline management are other important responsibilities.

This role is a key position and you will take part in strategic sales discussions and decisions.

Strong sales profile

You have a business or technical degree – and some years within sales. Experience in selling cloud-solutions, software-solutions, consultancy – or other services to medium sized corporations or enterprises is mandatory.

You have demonstrated the ability to drive sales processes, with several sales meetings, multiple stakeholders and continuous follow ups etc.

As a person, you are energetic, self motivated, goal orientated – and you have lots of entrepreneurial spirit.

Team spirit and a winning personality is a must.

A position with opportunities

You get a challenging and exciting job in a constantly developing company in which results, quality and teamwork are highly valued.

The compensation package is competitive and for the right person the possibility to enroll in the warrant programme.

Send your CV to job@peoplecapital.dk (note that we will reply to your email address) or call John Wagner (Partner), +45 30 24 24 09, to discuss the position's opportunities.

ActionPlanner is the first purpose built software application for Execution Management i.e. making things happen from plan to action to results.

ActionPlanner provide real-time overview and enable Execution Excellence through alignment, employee empowerment and continuous feedback & learning.

More information on www.actionplanner.com

ActionPlanner is now in the process of expanding the team with a competent sales profile:



PeopleCapitalPartner assisterer virksomheder med at udvælge og udvikle nuværende og fremtidige medarbejdere

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