

CLOSED - Channel Sales Manager for HoReCA Distributors at Ecolab Denmark & Sweden

THE POSITION IS CLOSED AND DO NOT ACCEPT APPLICATIONS NO LONGER

Are you ready to embark on an exciting journey with a company that has a strong global presence?

Ecolab, a leader in providing premium cleaning solutions to hotels, restaurants, and catering (HoReCa) businesses worldwide, is looking for a dynamic and passionate Distributor Manager to support Denmark and Sweden. Based at our brand new Headquarter in Valby, Denmark, this role offers the perfect blend of professional challenge and personal growth.

At Ecolab, you'll be joining a vibrant and innovative team, where collaboration is key and creativity is encouraged. We pride ourselves on maintaining a healthy work-life balance, offering flexible hours and remote work options to ensure you thrive both in your career and personal life.

As the Distributor Manager, you'll be at the heart of Ecolab's European distributor strategy. Your expertise will help shape regional distributor plans, drive market pricing strategies for new product launches, and optimize supply chain networks for maximum efficiency. You'll negotiate contracts, manage financial allocations, and provide key insights to support sales activities and product rollouts. Your role will involve close collaboration with diverse teams across Europe, giving you the chance to make a tangible impact while expanding your professional network.

Your passion for the industry will shine as you advise distributors on Ecolab's innovative solutions, initiate lead generation with the sales team, and promote new products during strategic meetings. You'll also have the opportunity to train and educate distributors, ensuring they are well-equipped to represent Ecolab's cutting-edge products.

We're looking for someone with strong distributor, channel or category management experience, ideally within the HoReCa market (Hotels, Restaurants, and Catering). You'll excel in contract negotiations, have a knack for analyzing data, and be confident with numbers and finance. If you're self-driven, with an eye for detail and a natural ability to lead remotely, we want to hear from you. Fluency in Danish, English, and a good understanding of Swedish are essential.

This is your chance to step into a role that not only challenges you professionally but also allows you to flourish in a supportive, flexible environment. If you're open, professional, and ready to take responsibility in an exciting new role, Ecolab is the place for you!

Contact and application

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.

About Ecolab

Ecolab is a global sustainability leader offering water, hygiene and infection prevention solutions and services that protect people and the resources vital to life. Customers in more than 40 industries choose Ecolab's comprehensive science-based solutions, data-driven insights, and world-class service to advance food safety, maintain clean and safe environments and optimize water and energy use.

Job Title:

Channel Sales
Manager for HoReCA
Distributors - Denmark
& Sweden

Application Deadline:

CLOSED

Company:

Ecolab

City:

Valby

Country:

Denmark

Contact person:

Brian Ranvits or
Christoffer Bjørk
Pedersen

Phone number:

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