

# Sales & Field Service Manager Denmark (Country Manager Arjo Denmark)

As the Sales & Field Service Manager for Arjo Denmark, you will be given a leading role for Denmark as well as being part of the Nordic leadership team. You will get the full responsibility for the Danish Sales team & Danish Field Service team and will be reporting to the Managing Director Nordics. You are expected to develop both team and business to grow and move Arjo Denmark even closer to being a preferred partner for our customers.

## The responsibilities of a Sales & Field Service Manager - in short

- Develop and implement a sales and service strategy in Denmark, aligned with Arjo's corporate strategy to become the preferred mobility outcome partner
- Full P/L responsible
- Drive an ambitious agenda to grow both people and business together and manage the sales and service teams as well as overall sales, marketing, and service activities
- Build and lead the sales team and field service team to reach sales targets and fulfill the strategic outlooks and ensure time is spent effectively and efficiently with focus on delivering outcomes for and with our customers while reaching budget and targets
- Manage costs proactively and efficiently
- Play a central role in developing the direction for Arjo Nordics and act as close sparring partner to the Managing Director Arjo Nordics as well as the rest of the Nordic Leadership Team

You are to motivate and develop the Danish sales organization and be a role model for all staff in Arjo Denmark. Furthermore, you are to facilitate and motivate collaboration within and cross teams in both Denmark, the Nordics and Arjo globally. This not only to be ensuring a continuous close collaboration between the sales team and the field service team, but also to be supporting the broader organization with market knowledge as needed.

## Your profile and background:

You are an experienced commercial people leader, and you have a track record in successfully managing commercial sales teams. You have experience with sales excellence and developing individuals into high performing teams and enabling collaboration across functions.

Besides holding a solid practical experience from related or similar positions, you have a strong academic and methodologic foundation. Enabling you to execute on both an operational, tactical, and strategic level and to navigate within an organization with a diverse product portfolio. Your experience and toolbox include experience with strategic account planning, go-to-market planning, solution selling, CRM, KPI's, Bid & Tender management and sales execution.

Your professional background is just as important as your mindset and personality – not to mention an inclusive and positive attitude.

You speak and write both Danish and English fluently.

## Arjo offers

You are to support our vision of being the most trusted partner in driving healthier outcomes for people facing mobility challenges. In return, we recognize and value our global employees. You will have our full support, training, and opportunities for professional development in your new role.

You will be a part of a great international organization and a Great Place to Work. You will be given a central leadership role for Denmark. You will have close ties to the other Nordic countries and take on a vital role as an important member and contributor to the

### Job Title:

Sales & Field Service Manager Denmark (Country Manager Arjo Denmark)

### Application Deadline:

As soon as possible

### Company:

Arjo

### City:

Lynge

### Country:

Denmark

### Contact person:

Brian Ranvits

### Phone number:

+45 2048 0548

Nordic leadership team.

Our work environment is characterized by openness, commitment, delegated responsibility, and team work as well as excellent professional and personal development opportunities with flexible working conditions.

### **Why diversity matters to us**

At Arjo we believe in the power of diversity. We strongly encourage applicants from all parts of society to apply. This means we believe in building a more diverse, equitable, inclusive, and engaging environment – not only in the workplace, but also within the communities that we serve, work in and live in. We achieve this through a culture and mindset that values the uniqueness of all our people.

We look forward to receiving your application! Applications will be reviewed, and interviews scheduled continuously as applications are received.

### **Interested?**

For additional information about the position please contact European Search Company - Brian Ranvits on +45 2048 0548.

If you see yourself in the position and would like to be part of an exciting growth journey, please send your application by using the apply button below.

### **About Arjo**

*At Arjo, we believe that empowering movement within healthcare environments is essential to quality care. Our products and solutions are designed to promote a safe and dignified experience through patient handling, medical beds, personal hygiene, disinfection, diagnostics, and the prevention of pressure injuries and venous thromboembolism. With over 6000 people worldwide and 60 years caring for patients and healthcare professionals, we are committed to driving healthier outcomes for people facing mobility challenges.*

*For more information about Arjo visit [www.arjo.com](http://www.arjo.com)*