

Channel Sales Manager

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Company: MarkJames Search

Location: Denmark

Category: other-general

Job description

Our client, is a world leader in the technology industry, specialising in network devices and accessories is currently recruiting a Channel Sales Manager in Denmark in order to pursue its continuous and rapid growth in the NORDIC market.

Job role and responsibilities:

-Products

Get familiar with consumer products and services, understand new technologies and market trends, perform competitor analysis.

-Channel Accounts

Be responsible for selected distributors and retail/ecom key accounts, detect new business opportunities, develop new accounts with a clear strategy & condition.

Desired Skills and Experience:

- * You have at least 5 years of experience in channel management, within IT or consumer electronics industry.
- * New customer BD experience in retail/e-com channel.
- * A strong sense of responsibility.
- * Keep learning.

* Very good level Office package.

They offer:

Competitive salary package.

* Pleasant, young, and international working environment.

* Freedom in determining your calendar and scheduling.

* Car allowance, laptop, phone and other supports by Danish regulation.

Other information:

* Place of work: 100% Remote.

* Fluent Danish, English. Other Nordic languages are a plus.

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