

Sales Excellence Coordinator

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Company: VIKING Life-Saving Equipment A/S

Location: Denmark

Category: other-general

JOIN VIKING - and help build a safer world

Are you passionate about working with various sales stakeholders and do you want to drive the commercial development and implementation of CRM, sales supporting processes and tools within VIKING?

If this sounds attractive, then we are looking for a **Sales Excellence Coordinator** to the Sales Excellence team. With reference to VP Products & Marketing, the position is based at the head office in Esbjerg.

At VIKING, we live by saving lives. We are proud to be a world leading supplier of safety products, solutions, and services to the global maritime industry. Safety is the core in everything we do and our mission to protect and save human lives.

Put your skills in action

The Sales Excellence department is dedicated to support and enable the global sales force to achieve our VIKING goals. As a member of this department, you will work with various sales stakeholders to identify and resolve sales related challenges.

You will be involved in projects and tasks such as enhancing the CRM system, automation and consistency of customer surveys, improvement of Customer Master Data & related processes, and general analytics of sales data.

In close cooperation with a team of three, you will drive the further development of VIKING's commercial abilities, including systems, processes and structures supporting this. Other than that being responsible for the commercial development and implementation of CRM within VIKING.

Examples of job tasks in the position, could be;

Commercial development and maintenance of the CRM system, including; Coordination with technical CRM developer(s) Input from regional users for improvements User support and training

Sales Excellence projects, including project management, implementation and operational tasks

Design and implementation of Sales tools relevant to customer management and sales processes

Stakeholder management and follow up with key sales personal and Sales Directors to ensure actual sales processes are in line with defined processes and/or identify optimization areas

Improve and implement processes within sales and customer master data

Contribute to commercial projects when relevant

Provide administrative support to the sales team, including order processing, customer inquiries, and data management

Coordinate sales activities, ensuring smooth communication between departments

In this role, you will have the opportunity to collaborate with many stakeholders. It's a great opportunity for someone who wants to be challenged, and to be involved in supporting the global sales organization.

We will, of course, ensure that you receive thorough training to match the need in the position.

Approximately 20 global travel days per year must be expected.

Do you have what it takes?

The ideal person has experience from a similar position. Your work style is structured with an analytical and mathematical mindset to make sure decisions are based on data and facts, to the maximum extent possible.

Furthermore, we would like you to be;

Self-driven and independent approach

Customer oriented, problem solving and with a flexible attitude

Detail-oriented and able to multitask effectively in a global organization with many passionate stakeholders

Experienced in Microsoft Dynamics or other CRM systems

You are a strong communicator and able to express yourself fluently in English and Danish.

VIKING offers

We offer an attractive position where you will have the opportunity to develop yourself in cooperation with colleagues who value job satisfaction and a great work environment.

VIKING is a global workplace, where the majority of our activities address the whole world. We have a strong culture and prioritize giving individuals the mandate to contribute and thrive.

We have a flexible approach to remote work, which can be agreed on an individual basis.

Your VIKING journey begins here

We are seeking to fill this position as soon as possible. Please submit your letter of motivation and CV - in Danish or English – using the “send application” button located at this page.

Applicants will be contacted continuously, and we will fill the position as soon as we have found the right person. Applications will be handled confidentially and in adherence with all data protection regulations.

If you have questions about the position or the company, please contact Senior Global HR Business Partner, People & Organization Jane Simonsen by phone +45 2542 8269.

Read more at www.viking-life.com

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