

Sales Leader (m/f/d) Nalco Water Light - Region North & UK/Ireland

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Company: Ecolab

Location: Denmark

Category: other-general

JOB DESCRIPTION

In a world with increasing water shortage and contamination challenges, Nalco Water, an Ecolab company, helps customers conserve more than 161 billion gallons of water each year. Nalco Water provides the unique opportunity to work with a broad suite of technologies to deliver automated monitoring systems, data analysis and deep technical expertise to increase efficiency, sustainability and performance for our customers. In our Light division, this includes working with institutional, food & beverage, transportation and manufacturing customers using a holistic approach based on customer needs.

We are currently looking for a

Sales Leader (m/f/d) Nalco Water Light - Region North & UK/Ireland

What's in it For You:

The opportunity to take a strategic leadership role on an absolute top priority for our division and help adapting the way we work.

The chance to make a direct impact and manage the team that will support our Water Light customers to overcome the most important challenges of this century: minimize water and climate impacts while maximizing outcomes at an optimized total cost.

The chance to join a dynamic, ambitious Management team tasked with delivering business growth, innovation, and value to our customers across the NW Light division.

The potential to improve the diversity of our leadership team and make a meaningful impact on our business.

What You Will Do:

The Role is an open call out to diverse talent and it is flexible according to prior experience and serves to enable high potential, diverse talent to grow within the organization.

After an intensive training on products, sectors, and our approach on Light production and successful execution in your scope, your career can develop into a VP Level Sales Leadership role (with a scope of > 100 MM).

Managing the Sales Budget of the assigned region(s) with an ambition and commitment to achieve growth rates, with focus on selling innovation and digitally enabled solutions

Commercial guidance on Field Sales Team

You will report to the VP Field Sales, and together we will establish your action plan and sales targets, based on agreed strategies. You introduce new products, prepare strategic discussions on how to grow the business, etc.

Commercial guidance such as follow-up on Total Value Delivery (TVD), pricing, orders, together with our customer service etc.; you will have P&L Responsibilities and a budget between (10MM\$ - 55MM\$ - depending previous experience)

Coaching and leading a team composed also by Field Team and Sales Leaders

Building and maintaining strong and long-term relationships with your partners in your region (s)

Improving skills of the sales teams: through professional trainings and field visits at key accounts.

Managing the technical support, who's answering on all types of technical questions related to our products.

What You Will Need:

University Degree in (Industrial/Chemical) Engineering, Chemistry, Water Treatment, Economics or related fields

Proven B2B Sales experience with knowledge of the industrial sector

Minimum 8+ years working experience with leadership/people management in a dynamic and entrepreneurial culture

Eagerness to grow through challenging experience

Willingness to travel across the region

Previous experience in value selling management in B2B and matrix context

Location Remote (Northern Europe)

#li-eu

Our Commitment to Diversity and Inclusion

Ecolab is committed to fair and equal treatment of associates and applicants and furthering the principles of Equal Opportunity to Employment. Our goal is to fully utilize minority, female, and disabled individuals at all levels of the workforce. We will recruit, hire, promote, transfer and provide opportunities for advancement based on individual qualifications and job performance. In all matters affecting employment, compensation, benefits, working conditions, and opportunities for advancement, Ecolab will not discriminate against any associate or applicant for employment because of race, religion, color, creed, national origin, citizenship status, sex, sexual orientation, gender identity and expressions, genetic information, marital status, age, or disability.

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