

Head of sales – Electronics in textiles and space

Electronics are getting smaller and smaller and the possibilities for including them in textiles are numerous. Ohmatex A/S creates unique engineering solutions in the field of smart textile and wearables. Our customers are in the wearables, sports, medical, electronics, textile and biomechanical engineering industries worldwide. We are working with some of the most innovative companies and organizations like ESA (European Space Agency). We are a multidisciplinary team consisting of electronics, mechanical, biomedical, and textile engineers as well as industrial, UX designers and sports science specialists.

Job functions includes but are not limited to:

- You will be responsible for sales of our unique engineering services which includes consulting as well as pilot production for our customers worldwide.
- You shall ensure growth through existing clients as well as new business by successfully designing and implementing a strategic sales plan.
- You will be responsible for the full sales process, from identifying potential customers to closing the deals. In the sales process you will be supported by marketing and have technical sales assistance from our R&D Manager and his team as well as our CTO.
- Build and promote strong, long-lasting customer relationships with our customers and understand their needs.
- Identify emerging markets and change in market dynamics while being fully aware of new products and competition status.
- Prepare for and attend appropriate industry trade shows and exhibitions.

Qualifications:

- You have proven that you can sell industrial B2B technical solutions, and consistently meeting or exceeding sales targets. We expect a minimum of 3 years of relevant experience and proven ability to drive the sales process from plan to close.
- As a person you are convincing, trustworthy, and you have strong skills in consultative selling. You are self-driven, outgoing and a strong team player. You have demonstrated ability to communicate and build relationship at all levels of organizations.
- You manage to deal with dynamic startup teams, engineering department in large multinationals and creative entrepreneurial conceptual people, with limited technical insight.
- You are fluent in English - written and spoken.

The job requires that you are willing to travel globally. You should expect global travel activities of up to 60 days/year

You will report directly to the CEO.

Our offer

We offer an exciting and challenging job in a company that is growing in a fast-moving smart-tech sector. You will receive a competitive package and will be working at the forefront of new technologies and materials being part of a highly motivated and talented multidisciplinary team.

Application

For further information please contact Klaus Østergaard, Tel +45 73 70 73 83. Applications are welcomed in Danish or English by email: job@ohmatex.dk

Please submit your application by October 1st, 2019