

DEPENDABLE INNOVATION

Chora A/S - Sales Executive (m/w/d)

Chora is looking for a Sales Executive (m/w/d) for our office in Unterfoehring near Munich. Your role will be to manage and work closely together with some of our most important customers, distributors and system integrators world-wide to ensure a successful execution of our pipeline. You will have the responsibility to manage your own pipeline, which will be a mix of established customers, new business opportunities, and partner/channel management.

You will become part of a growing Danish start-up company, and you may aim to become a Sales Manager within a few years. You have a talent for organization, and you work closely with our Chief Commercial Officer, his direct managers and colleagues from Development and Operations.

Also, you will work very closely together with our marketing team on customer oriented events, and you will be leading a bidding team through larger RFI and RFQ projects. Some of the team members will be located in Germany and others in Denmark and, occasionally, you will travel to Denmark to work closely with the team members located there.

You are a real team player, open, reliable, humorous, have a high level of self-confidence, you can work independently and in a disciplined manner, and manage the high amount of freedom offered by Chora. You are a strong communicator, you have a highly developed timing, and you know exactly when to ask for an order.

If everything you have read so far sounds good to you, you should get in touch with us. We are looking forward to your application!

Your tasks:

- Manage business activities with customers, distributors and system integrators.
- Pipeline responsibility of your own customer segment.
- Ensure that revenue and order intake targets are achieved.
- Driving matters forward that are a mixture of business development, established customers and various channels in terms of system integrators and distributors.
- Ensure that training of especially the distributors but also the system integrators are performed in various business matters and in general.
- Lead the internal bidding team and support the accounts in the RFI/RFQ phase of a tender.
- Work closely together with project management to ensure successful deliveries to our customers.
- Take the role of a consultant towards the accounts to ensure a win-win situation for both parties.
- Channel market trends, needs and requirements through our product management and marketing departments.
- Work closely together with marketing with regards to customer oriented marketing events.
- Participate in exhibitions, internal training events and Chora World.

Qualifications:

- You might have a degree or education in engineering.
- You have at least three years of professional experience in a comparable position.
- You are reliable, result-oriented you feel comfortable working relatively independently.
- You have fun with, and you are very interested in, B2B and B2G sales activities.
- You are comfortable presenting to a larger audience and you do not hesitate to perform a product demonstration whenever necessary.
- You are expected to travel app. 80 days per year.
- You have excellent IT skills and extensive experience with Microsoft Office.
- You like to work in an international environment and you are business fluent in English and German.

What you can expect:

We are a very open organization and the floor-to-roof distance is small. Some of our values are informality, drive, innovation and integrity. Some of the things we can offer:

- Home office
- Flexible working hours
- Free drinks and fruit
- Corporate events
- Vacation entitlement

Additional information:

- Seniority Level: Entry Level to Intermediate level
- Employment type: Full-time
- Industry: Telecommunication
- Job Functions: Sales, Marketing

Deadline for application is 31st January 2021. Please send your application/resume to job@chora.dk. If you have questions about the position, you are welcome to contact CCO Kim Larsen on +4586189955.

About Chora

Chora is an international company with headquarters directly to the Aarhus City Center and to the harbor. We have an office near Munich, Germany and a worldwide network of distributors. Chora was founded in 1994 and since then we have developed and sold high-tech communications systems for both the B2B and B2G markets.

We have a mission with a clear strategy and bold ambitions. During the next couple of years, we will grow significantly, and you are welcome to join in now. Our customer segment is different than most, as we are navigating within a fascinating and insisting niche market.