

Sales Executive

- with the right drive and ability to make a difference

At GateHouse Igniter we are looking for an experienced Sales Executive for an exciting position in a business area with ambitious growth plans.

Your responsibilities:

As Sales Executive in GateHouse Igniter you will be part of an innovative company working with B2B sales to a strong global customer portfolio within the Satellite and Maritime industry.

Your main responsibility is to secure and develop the commercial success of all products and services by increasing revenue and customer satisfaction. Based on our sales strategy you will be working to develop and optimize customer relationships and increase our footprint in a global market.

You are responsible for execution of the whole sales process – and take ownership for following up on inbound/outbound sales performance – and have a proactive outreach and interaction to B2B customers to identify business opportunities.

You will have the responsibility for winning new business opportunities in order to reach your sales quota.

As mentioned, you will take part from pre-sales and marketing automation activities to commercial negotiations and closing contracts. A part of the job is also to establish strategic partnerships and alliances.

You will also contribute to Business Development and Marketing by giving feedback on market needs and requirements - and propose new market/customer activities.

Finally, we see it as a basic element to update CRM and secure pipeline handling and standard sales reporting.

Your profile:

You have 3-5 years of experience in a similar role with a proven track record. It is an advantage to have some software/communication market experience.

We are looking for a candidate who is proactive and outgoing and knows how to relate and communicate with customers. You work in a well-structured way and have a deep desire to succeed and win business.

You are motivated by creating both revenue and customer satisfaction. You like to work in an international environment with challenging decision makers, and you are on your "home pitch" when negotiating solutions with high demands for time, quality and the right price. You have a result-oriented and pragmatic approach to close the deal.

You are good at spotting business opportunities and are capable of communicating complex solutions to customers in a user-friendly way. Furthermore, you are good at co-operating and communicating internally and externally – and have the necessary persistence to find the best solution for both GateHouse and the customer.

You must be fluent or native in English and it is an advantage to possess capable language skills in German, French or Spanish.

You have the option to work from a home office or be based in our Nørresundby - Denmark headquarters. You must expect 10-15 travel days yearly.

Application

Should you have questions about the position, please do not hesitate to call VP Commercial Martin Dommerby at +45 7020 1909.

We look forward to receiving your application and CV - [here](#)

About GateHouse Group:

GateHouse Group is specialized in development and sales of technical software and system integration for advanced systems within tracking, control and communication. GateHouse is a 100% Danish owned company with more than 50 highly skilled employees working out of our new office in Nørresundby.

GateHouse is organized in 4 business areas (SatCom, Maritime, Defence and Igniter).

We provide complex software solutions to global customers, and all our business areas have been strong and solid for more than 25 years – currently we are strengthening our market approach through proactive business development activities, and is looking for new resources in order to secure our strategic initiatives.

Read more on www.gatehouse.com