

Junior Sales Executive

- to Satellite Communication

At GateHouse SatCom, we are looking for an energetic Junior Sales Executive for an exciting position in a business area with ambitious growth plans.

GateHouse SatCom delivers innovative B2B software solutions for the global Satcom industry. For more than 20 years we have developed software products within embedded software and test solutions to the satellite communication business.

Right now, we are developing a new business area for satellite communication via 5G technology. We have the first couple of customers onboard - and are ready to ramp-up our customer base.

Your responsibilities:

As Junior Sales Executive in GateHouse SatCom, you will be part of an innovative company working with B2B sales to a strong global customer portfolio within the satellite industry.

Your main responsibility is to nurture new leads and developing opportunities into sales hereby increase revenue and drive customer satisfaction. Our customers are all over the world and excellent customer interaction both in writing and speaking is important. Based on our sales strategy, you will be working with lead generation, nurturing, and development of customers to secure a continuous flow of new customer relationships and increase our footprint in a global market.

We have planned an introduction program in order to know the business, our products and markets - and you will be trained by one of our Sales Executives.

You are responsible for the execution of the sales process after a defined playbook, and you take ownership for following up on inbound/outbound sales opportunities. Your primary task lies in the early stages of the sales funnel, and building the potential customers - however, you will in time lead sales meetings with potential customers and develop your own customer portfolio.

You will participate in the pre-sales and marketing automation activities, hereunder developing marketing campaigns, and maturing leads using a lead generation system and CRM system for handling potential customers in the lead generation phase. As CRM system we use Microsoft Dynamics (CRM).

You will also contribute to Business Development and Marketing by giving feedback on market needs and requirements - and propose new market/customer activities from you experiences with potential customers.

Finally, you will have a lead role in keeping a clean and up to date CRM system, to secure accurate and validated pipeline handling, and to secure standard sales reporting.

When successful in this position, you will have the possibility of advancing to the position of Sales Executive.

Your profile:

You have an education in sales and marketing with a few years of experience, or you are a newly graduated Cand. Merc. within the commercial area.

Over and above, you should have a flair for and desire to communicate with people in your daily work, you are outgoing, and you have a drive for results.

We expect you to be ready for challenges in growing the commercial sales, and to have the ability to quickly learn about products, customer segments, and business processes.

You are self-confident, and you are not afraid to question things that you do not understand, or that you find unclear.

We are looking for a candidate who is proactive and outgoing and who 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 must be fluent or native in English.

Application

If you have questions about the position, please do not hesitate to call CEO Thomas Scott Jensen or HR Director Claus Svendsen 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 80 highly skilled employees working out of our new office in Nørresundby.

GateHouse is organized in 3 business areas (SatCom, Maritime and Igniter).

Specific in GateHouse SatCom we provide complex software-based communication solutions to global customers, and our business area has been strong and solid for more than 20 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

