



## **Key Account Manager, Noratel Denmark AS**

Do you want to join the global drive towards electrification?

Noratel is a global manufacturer of transformer, reactors, and power supplies. 90% of products and solutions are bespoke. Our vision is to become the leading strategic partner of high-class solutions for electrical transformation worldwide by delivering outstanding quality, service, competitiveness, and innovation that will help our customers succeeding in their markets.

We are looking for an experienced and talented Key Account Manager (KAM) to join our dynamic and ambitious sales management team in Denmark.

### **Overall Responsibilities:**

The KAM will have responsibility for developing and managing existing accounts, and search for new opportunities. Primary focus will be strategic accounts and business development in Denmark. However managerial support and responsibilities towards our sales organisation in the Nordic region also applies.

### **Responsibilities:**

- Work with the Nordic and Group Management teams to help define the Danish- and Nordic business development/sales /channel strategy
- Develop assigned accounts across the region
- Delivering both short- and long-term strategic plans for assigned accounts
- Optimize Noratel sales performance with nominated accounts
- Manage weekly & monthly reporting on business development and sales
- Review and assess monthly reporting to effect / adapt regional strategy
- Ongoing management of monthly forecasts for assigned key accounts
- Work with the European marketing and business development team to deliver activities to:
  - Plan and execute territory marketing and new business development plans
  - Drive greater visibility & brand awareness
  - Drive greater online visibility by utilising social media and cooperating with corporate team
- Work with the corporate management to analyse assigned accounts performance and ROI to help deliver improved investment direction
- Support with general business management

### **Qualifications:**

- At least 8+ years of European sales experience in power magnetics, transformers, and electronics(desired)
- Bachelor degree in electrical engineering (desired) or technical vocational education
- Experience from industries such as industrial automation, motor drives, wind power, ship & offshore, rail, medical technology and eMobility(desired)
- A proven track record in sales and / or key account management within the Nordic region (especially Denmark)
- Strong hunter mentality & track record
- A confident and assertive communicator with strong influencing skills
- Good analytical skills, and adept in working with all business tools (Excel, PowerPoint, Business management systems)
- Ability to build strong working relationships with people at all levels
- Excellent presentation skills; Good report writing skills
- Strong negotiation skills and closing ability
- At minimum fluent in Danish and professional proficiency English



## Characteristics

- Entrepreneurial spirit with lots of energy
- Self-motivated with drive and enthusiasm
- Excellent team-worker
- Creative and innovative in his/her approach to problem solving
- Strong sense of initiative and ability to work remotely
- Ambitious

## Noratel can offer you:

- Interesting and challenging tasks
- Competitive salary
- Pension scheme
- A great team of colleagues
- Professional development in a global organisation

## Working at Noratel Denmark:

Noratel Denmark AS is a company located in Glostrup and Hadsund. We have established us as a leading provider in Denmark since our acquisition of Lübcke A/S in 1991. The team in Denmark is incorporated in Noratel Business Unit Nordic and work closely with national teams in each Nordic country.

We serve group companies and customers in industries such as renewable energy, Ship & offshore, medical technology, industrial automation, motor drives, rail and eMobility. Noratel Denmark is dedicated to creating an inclusive working environment that encompasses diversity and equal opportunities. In addition to competitive terms, you will have the chance to develop your personal profile and career in an international environment. Our success will encompass the well-being of our existing and future employees and minimization of our carbon footprint.

## About Noratel Group:

Noratel was established in 1925 and is servicing industry worldwide, evolving to meet the ever-changing demands of our customers. Today we are a leading global provider, proud to offer the most comprehensive range of transformers, reactors and power supplies. Besides a comprehensive standard range product portfolio, the majority of Noratel production is dedicated to custom design and manufacturing to meet the requirements of OEM customers. Noratel employs 2,300 people across 13 countries in Europe, Asia and North America. Corporate headquarters is based in Hokksund, Norway.

## Seniority Level

- Mid-level

## Industry

- Development and production of transformers, reactors and power supplies

**Employment Type**

- Full-time

**Job Functions**

- Key Account Management, Sales, and Business Development

**Start date:**

- To be agreed

**For more details about the position, contact:**

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- Claus Nissen email: [claus.nissen@noratel.com](mailto:claus.nissen@noratel.com) or telephone: +45 21 59 00 55

**Location:**

- Glostrup or Hadsund, Denmark