



 **BEHRNT** is recruiting on behalf of EP-TeQ A/S

Account Manager with focus at the Swedish market.

Who is EP-TeQ A/S:

EP-TeQ A/S is based in Denmark, operating in Nordic, the Baltics and the Benelux countries. We have an outstanding know-how servicing primary the Electronic Industry by adding value to our tools and machines from world leading suppliers within design, manufacturing and quality assurance of electronics.

Our customers are developing and/or manufacturing and testing leading edge technology and EP-TeQ can assist in implementing new technologies and tools for new challenges, no matter whether it is for design, production or quality assurance. Other industries as well, benefit from our knowledge when choosing equipment within dispensing, potting, X-ray machines etc..

The many years of experience and a wide range of products makes EP-TeQ capable to analyze the customers' requirements, needs and wishes for an optimum match/investment. For further information about our products we kindly ask you to have a look at www.ep-teq.com

Our slogan "Good Business for Everyone" is based on a strong set of values, which is a common denominator for the way we work, think and act. -It ensures value in the daily work and in relation to our customers as well as suppliers.

To strengthen our position in Sweden we are looking for an Account Manager with the right qualifications who can recognize the above ethos.

Account Manager:

You will refer directly to the management.

As Account Manager you will be responsible for building relationships with management and technology specialists from leading electronics companies, making sure that we understand and support both new and established customers with EP-TeQ's services and products. As a member of our team your primary focus will be the Swedish Market, but we assist each other locally.

You will have responsibility to reach the strategic growth goals for your area. Therefore, it is expected that you can dispose the required efforts according to the objectives set and possesses great integrity, drive and good working skills.

You will be working from our Head Quarter in Stilling, Skanderborg N and must expect some travel activity – especially in Sweden but also to suppliers and exhibitions primarily in Europe.

The position is to be filled as soon as possible.

About the job:

You will be:

- Receiving necessary product training both from EP-TeQ and from our suppliers.
- Generating profitable territory sales utilizing EP-TeQ's capabilities and resources in order to meet and exceed customer expectations with a target of becoming the customers preferred supplier and advisor.
- Doing presentations.
- Identifying and contacting new potential customers.
- Developing marketing strategies together with the management.
- Responsible for following a contact, beginning as a lead and ending up being a satisfied customer.

Our ideal candidate:

Your background might vary and is not essential, but we believe that a technical knowledge within the Electronics Manufacturing Industry is an advantage.

You must have a proven sales track record from B2B. You have a good business understanding and are focused on optimizing our client's business. You understand and can feel related to our saying "Good Business for Everyone".

You have:

- Outgoing personality
- Positive customer understanding
- The ability to work independently and reliable with a strong energy
- Analytical, decision making and problem-solving skills
- Excellent written and verbal communication in English
- Some experience with technical information and documentation
- Valid drivers license for a car
- Clean criminal record
- Knowledge of the Swedish market and language is a plus, but not a demand.

We offer:

If you thrive on both short and long sales processes, EP-TeQ offers an interesting job opportunity, working with some of the leading players in the Electronics Industry.

- A base salary+ commission+ bonus+ pension+ benefits
- An exciting work with a high degree of influence on daily tasks and the ability to work independently
- Unpretentious working environment
- An existing customer database containing large international companies

Are you interested?

Please send your application in Danish or English to Jørgen Behrnt Pedersen, mail address: jbp@behrnt.dk

We look forward to receiving your application.