



## Area Sales Manager Odense

Location: Odense

Working Hours: Full-time employee

1,400 employees in 24 locations around the world with a fleet of 60,000+ circulating containers. Since ELA's establishment in 1972, our business has continuously been expanding, we are specialists in mobile room solutions. Our family-run company based in Haren (Ems), Germany, is growing at a fast pace and we are actively looking for qualified and dedicated team players to join us locally, internationally and beyond.

We are currently looking for an **Account Manager** for the **region of Fyn (Greater Fyn)**. ELA Container is rapidly growing. Scandinavia, our newest market, is under development and we are looking for assets that can contribute to our journey in Sweden.

Accepting a job at ELA Container Danmark makes you a **pioneer**. We know you are a person who thrives in the environment of new development and loves to challenge the status quo. In your area of sales, you will form your **own sales strategy**, your line of focus and manage the day-to-day business. You report directly to the Head of Business Development Scandinavia for **quick and agile decisions**. Together as a team we create new market opportunities for ELA Container.

If you're an individual with an outgoing personality, qualifications, talents and desires, then we should get to know each other better. We are not like any other company, as we offer exciting jobs, opportunities and look to help you develop further in an easy going work environment.

Interested? Then we should get to know each other. For more information, please contact our local colleague, Søren Iversen (Country Sales Manager Denmark) via e-mail på [soren.iversen@ela-container.dk](mailto:soren.iversen@ela-container.dk) or via phone +45 31 160192

### Your Future Role

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- + Distribution of mobile space solutions in container construction
- + Acquisition of new customers from various sectors and creation of additional potential
- + First point of contact for our customers from enquiry to completion and the associated development of a unique customer relationship
- + Support incl. technical advice for the existing customer base in the region around and

Apply Online

Video Application

in Odense (+250 km sales area)

- + Conducting price and condition negotiations
- + Participation in public/private tenders
- + Active and continuous market observation and preparation of market and competition analyses
- + Supporting the further development of the sales strategy for Denmark
- + Close cooperation with our headquarters in Haren (Ems) / Germany and opportunity to help shape and actively promote existing business and new markets in Denmark

## What You Bring to the Team

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- + Successfully completed studies in the field of economics, business administration, industrial engineering, further training as a construction technician or a comparable qualification
- + Professional experience in sales (e.g. as Utesäljare, Distriktsäljare, Area Sales Manager, Account Manager, Business Development Manager) of an industrial, construction or modular company. Experience within rental modular room solutions are desired, but not mandatory
- + Professional experience in public affairs and procurement is desired, but not mandatory
- + Experience in actively approaching customers/cold calling as well as experience in business-to-business sales
- + High level of customer orientation as well as independent and solution-oriented way of working
- + Ability to work in a team and strong communication skills
- + Confident handling of common means of communication
- + Self-motivated
- + Networking skills & Social and outgoing

## What you can expect from us

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- + We'd like for you to continue **developing**, which is why we support your personal development with a tailored range of options
- + We'll provide you with a **company car**, which you can also use for private purposes
- + Expand your network at our regular **employee events**
- + We offer you flexible working hours and the opportunity to **work from home** – if you're not at the client's location
- + Once ELA, always ELA. When you join our company, we want you to be a key member of the team, which is why we'll offer you a **permanent contract**
- + We offer you **flexible working hours** and the opportunity to work flextime
- + With us, you can expect **flat hierarchies** and short decision-making processes
- + We want you to be optimistic about the future, which is why we support you with our **company retirement plans** and capital-forming benefits for your financial security
- + We organize an extensive **onboarding program** for you at our headquarters in Haren (Ems), so that you can get to know the entire company, our products, and our employees
- + We'll provide you with a **company phone**, company laptop, and other technical equipment that you'll need to work remotely and can use for private purposes
- + We consider your **driving time** to the client's location to be **working time**
- + At ELA you can expect a **varied job in a globally active company**, uncomplicated interaction with each other and a wide range of opportunities to contribute your own ideas

## How you can apply

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The best way to send us your documents is via our career portal at [www.karriere.container.de](http://www.karriere.container.de) or by e-mail to [career@ela-container.com](mailto:career@ela-container.com): Your CV, the most important references and qualifications. Add a few lines about what makes you special, why we are a good match and how you became aware of us. We are also interested in your notice period and your salary expectations. A personal interview is the best way for us to get to know each other. We are looking forward to meeting you!

### Any questions?

Get in touch - contact our local colleague, Søren Iversen (Country Sales Manager Denmark) via e-mail på [soren.iversen@ela-container.dk](mailto:soren.iversen@ela-container.dk) or via phone +45 31 160192.