



About Danoffice IT

Danoffice is an IT value adding reseller in Svendborg. We are one of Denmark's largest IT dealers, where we specialize in collaborating across international manufacturers and customers. Over the past 20 years, we have enjoyed great success in helping the UN and other international organizations, and now we also look to international companies.



We are 70 colleagues, most of whom have their everyday life at the head office, and in addition we have colleagues in Europe and North and South America. We are an energetic and dynamic organization with a focus on "the good workplace".

# Regional Sales Account Manager - IT for LATAM

**Are you a Sales professional with a big S, service minded with good negotiating skills? - Then you can be our new Regional Sales Account Manager for LATAM !**

Danoffice IT, Svendborg - Denmark

## The job ....

Our new Regional Sales Account Manager will have customers in the "International Public Sector" segment in LATAM region, such as the UN, Worldbank and NGOs. As a Regional Sales Account Manager you get your own portfolio, which is a mix of existing customers who need to be cared for and developed, as well as new customers to be hunted in order to achieve the goals set. The job includes responsibility for the entire sales process:

- **Preparation of business plan and budget**
- **Address and interact with customers at operational, tactical and strategic level**
- **Understand and influence customers' IT and purchasing strategy**
- **Outreach sales (phone and customer visits)**
- **Preparation of offers and answers to tenders**
- **CRM registration and maintenance**

Daily life will be characterized by a lot of customer contact on the phone, where you have to be proactive and outreach on the sale of IT products and solutions - primarily hardware. You will get help from a team of specialists who support the sales from technical presales to assistance with quotation. As the customer portfolio is global, there will be 35-40 travel days per year.

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*Danoffice aim to make the world a better place through IT, and even though this may sound as an impossible task we really do everything we can to help our clients who are dealing with war, diseases, crime or lack of food. Our help makes a difference to millions of people, because we are able to be flexible and understand their needs for support wherever they are. These values also affect the daily work at our office where we can't help being passionate about the world around us, tells Thomas Bjørn Hestbæk, Key Account manager*

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*You work closely with our customers and suppliers on solutions and deliveries on our international accounts. It's a key role, where your business understanding and your relationships create the success for our customers getting the right solution, tells Chief Sales & Technology Officer Jan Linnet*

## About you ...

As Regional Sales Account Manager at Danoffice IT, you will be responsible for reaching and developing the set sales targets. You solve the impending tasks with enthusiasm, and you possess qualities such as hospitality, dynamism and persistence.

- **The right candidate can be located in the LATAM region such as Mexico, Brazil, Columbia etc., and then work primarily from the home office. Or if living next to our office near Orlando or Washington the workplace will be there.**
- **Your perpetual pursuit of satisfying customers and meeting their needs means you create good business success. You have an interest in IT and you are motivated by solution sales**
- **Your approach to the job must in all aspects be steeped in good business acumen and good business understanding and you understand how to operate on operational, tactical and strategic levels.**
- **As our international customers and suppliers use English and Spanish as their main language, you need to master high-level English and Spanish in both writing and speech. Knowledge of multiple languages will be an advantage.**
- **The ideal candidate thrives in our young and dynamic organization, where we focus on our values in everyday life. You should therefore be able to recognize yourself as: Personal, proud, passionate, positive, persistent, proactive and professional.**

## Interested?

If you have any questions about the job, you are welcome to contact Chief Sales & Technology Director **Jan Linnet** at **+45 50 90 84 99** or [jl@danofficeit.com](mailto:jl@danofficeit.com).

We invite candidates for interview on an ongoing basis, so apply as soon as possible by sending your application and your CV to [job@danofficeit.com](mailto:job@danofficeit.com).

**Looking forward hearing from you.**

**GREAT PLACE TO WORK®**