



*PeakOptical A/S is a Danish manufacturer of high performance fiber optic networking infrastructure. PeakOptical products are well known for their flexibility, compatibility and high quality. PeakOptical has an established network of distributors and partners with expertise in sales and distribution of networking solutions. PeakOptical's customers range from SMBs with a single location, to large corporations with offices globally; typically within the financial sector, telecommunications, broadcasting, education, aviation, public administration and manufacturing.*

Read more about the company at [www.peakoptical.com](http://www.peakoptical.com)

## **Channel Partner Agent**

With the continuously growing data volume and the increasing demands on transmission speed, the market for PeakOptical's products is constantly growing. As part of our growth strategy and to ensure the continued positive development, we are hiring Channel Partner Agents, who are motivated to contribute to the company's foundation for continued international growth and development.

### **Independent Entrepreneur**

Within your own profit center, you will be responsible for maintaining existing authorized partners, as well as expanding your portfolio of resellers, based on a defined territory. Your tasks will primarily be marked by:

- Partner search
- Meetings
- Sales assessments and budgeting
- Contracting
- Quotations
- Shared marketing plans
- Documentation
- Reporting

You will work independently as an associated freelance agent.

### **Building partnerships**

You have great experience in establishing and maintaining partnerships.

You are passionate about being in a visionary and results-driven environment, where you are approachable and deliberate, while working well prepared and attentively with partners to support PeakOptical expansions and market presence.

You will turn goals into immediate action and results.

### **Why are you choosing this position?**

You are motivated to be a part of a modern technology provider, with focus on short chains of command and a very high level of information and synergies.

In addition to business development, you are driven by:

- Entrepreneurship
- Achieving personal targets
- Gaining detailed product knowledge
- Self employment in the frame of an international organization

### **Qualifications and skills**

- You are based either in Denmark or near a European metropolis
- Background in IT, telecommunications and/or distribution
- Skilled negotiator in writing and verbally
- Very independent and self-driven
- Good English skills
- Experience with SuperOffice a benefit

### **You are offered**

A full-time work out of your home, representing an established manufacturer.

Existing back office support.

Salary based on qualifications and results.

### **Your application**

Please send your application with relevant documentation to [jobs@peakoptical.com](mailto:jobs@peakoptical.com)

If you have any questions to this position, please contact Nikolaj Johansen, +45 6021 5010.