



*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)

## **Key Account Manager**

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 a Key Account Manager, who is motivated to contribute to the company's foundation for continued international growth and development.

### **Independent and Enterprising**

You will be responsible for building your own large account end-user portfolio. Your tasks, which you primarily handle by phone and e-mail, will be marked by all phases of the sales process:

- Canvas and follow-up
- Quotations and order processing
- After sales support
- Market analyzes and assessments
- Logistics
- Responsible for personal budgets
- Documentation

Limited travelling must be expected.

You will be a part of an existing, experienced sales team, and will get close to the ideas and decisions of a company culture that is characterized by continuous sparring on business opportunities, marketing activities, process optimization etc.

### **Experienced trader**

You are an experienced canvas trader yourself, who, with your natural sales talent, establishes and maintains contact with end-user clients in an enthusiastic and serious way.

You are passionate about being in a visionary and results-driven environment, where you are approachable and deliberate, while working well prepared and attentively, focusing on the customer and his needs.

You are able to do the right things first time and can take the long haul that leads to results.

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

You are motivated to work in a modern company, with focus on personal well-being and development and characterized by short chains of command and a very high level of information. In addition to sales, you are driven by:

- Pioneering spirit
- Fast pace with flexible work hours
- Gaining detailed product knowledge
- Good career opportunities in an international environment

### **Qualifications and skills**

- Recent experience in sales or marketing
- Proven track record
- Skilled communicator in writing and verbally
- Master English at negotiation level
- High stamina
- Experience with Microsoft Dynamics C5 a benefit
- Experience with SuperOffice a benefit

### **You are offered**

A full-time position at our office in Vodskov, Denmark.  
A fixed salary with benefits and a very attractive commission scheme.  
Opportunity to be part of the existing partner structure.

### **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.