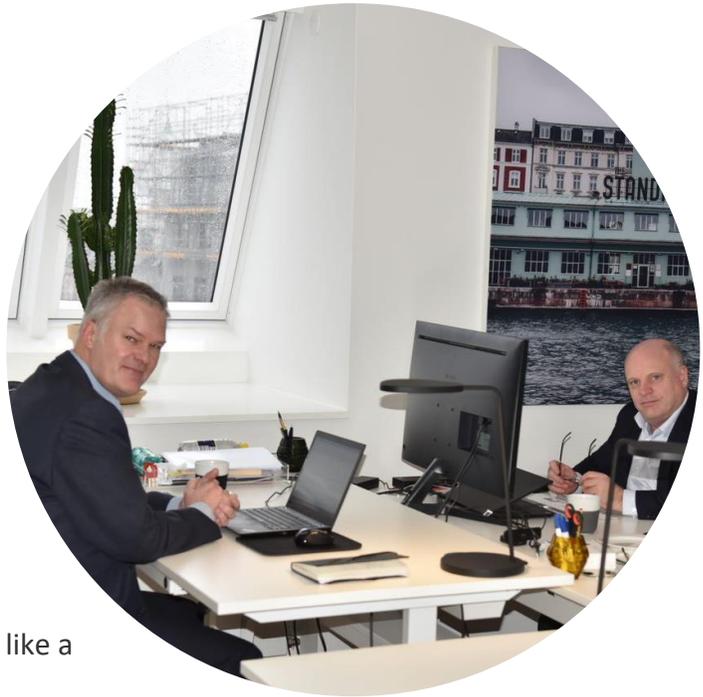


COME JOIN US

WE ARE LOOKING FOR A REGIONAL SALES EXECUTIVE

Are you a hunter? Are you a resilient person who shines at the extrovert challenges of bringing in new business? Do you have proud professional integrity and a competitive hunger for meeting C-level and decisionmakers in the Nordics? Can you work effectively autonomous with little supervision in a tight-knit sales team?

INSCALE is a Danish IT people management company founded in 2006. We are 600 employees and help our clients to headhunt, hire and operate the best software developers at our business centres in Portugal, Ukraine, North Macedonia, and Malaysia. We take care of all the hassle and run the entire show behind the scenes like a subsidiary for our clients.



B2B IS TARGET

INSCALE offers you a unique opportunity to be a part of a global organisation and further develop your sales career. From our head-office based in the heart of Copenhagen, you are needed to help us increase our B2B service and market expansion in The Nordics countries. You will have a unique opportunity to engage in the business first-hand and in close operation with the leaders of our organisation.

Over time, you will get the opportunity to expand your area of responsibility and countries and you get the chance to set the direction of your future.

ONE TEAM

You will not work alone. We got your back on both inbound and outbound sales; from the necessary inhouse marketing efforts to very experienced sales expert colleagues.

We work as ONE TEAM so your primary tasks would be to meet clients who are looking for software developers to sell our service model. Our telemarketing will assist and schedule your calendar; you will do your best to engage and proactively strengthen the knowledge of our service and potentially close the deal and bring the client into the INSCALE family.

We are right now 5 employees in the Sales and Marketing organisation and anticipate being 9 during 2022.

SHAPE OUR FUTURE:

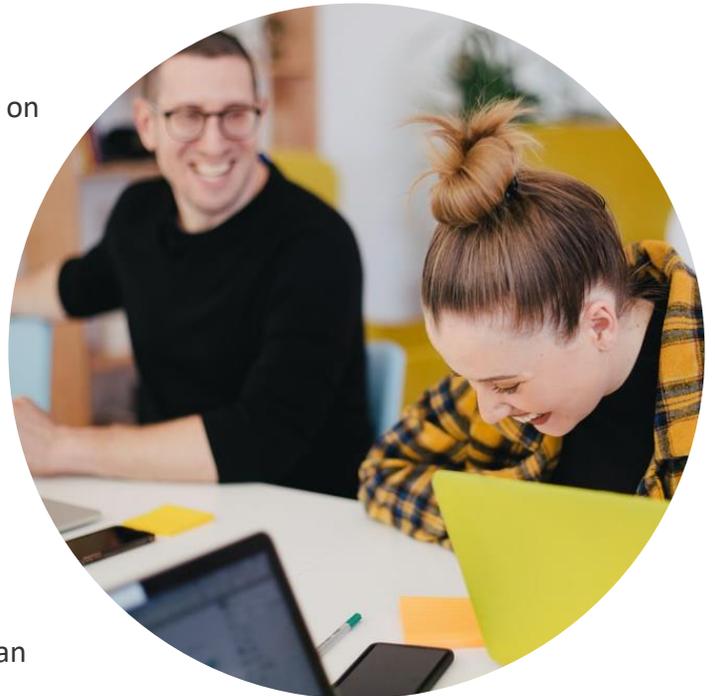
You will focus only on new B2B clients through semi complex sales processes. Our clients are software product development companies in different industries like fintech, banking, healthcare, robotics, media and more. You will:

- Actively seek out new sales opportunities and decisionmakers through calls, marketing generated meetings and leads, client referrals and growth/awareness initiatives like networking via LinkedIn
- Establish our presence in the minds of our future Nordic clients, Handling prospect questions and inquiries
- Perform admin duties as preparing clients meetings, visits, prepare and sending proposals, contribute to market research to identify selling possibilities and evaluate customer needs as well as participating in sales team meetings
- Lead and coordinate contract negotiations for a successful close.
- Meet sales targets in a combo of individual targets as well as team targets

THIS IS YOU

There are several ways into this position. We imagine on a personal level that you display a positive, high-energy, and ambitious attitude with a passion for results. You have hands-on 3-5+ years sales experience within IT/software/consultancy industry with a good portfolio of successful closed sales deals behind you.

You have great presentation, communication, and collaboration skills. We prefer you have a bachelor's degree or equivalent and you are native in one or more, Scandinavian languages and master English at professional working proficiency.



- You are an ambitious sales professional that can effectively execute your initiatives
- You can work under pressure and structured assure follow-up on your leads and contacts.
- Certificate in classic sales methodologies like Solution selling, Customer Centric, Challenger, Neuro Marketing or other would be an advantage
- Good understanding of marketing mechanics and negotiating techniques.
- You take on the responsibility and want to be a crucial part of the company's growth strategy
- Proficient in Microsoft Office and standard CRM tools. We use Pipedrive
- You have the eye on the ball short-term and long-term
- You are ok to work in a small team where not everything is carved in stone and planned to the minute.
- You are ok to take over a significant number of already established opportunities in all pipeline stages with a sales cycle between 3-7 months
- Willing to travel up to 25 days annually abroad for client- and site-visiting our locations
- Located in Denmark or Sweden within max. a couple of hours drive from the office

WHAT WE OFFER

INSCALE is a dynamic global organisation characterised by professionalism, multicultural, an open atmosphere and great opportunities for professional career building and personal development. We offer a comprehensive introduction program and on-the-job training to help you perform.

You will be working in a motivating, social environment with dedicated colleagues, who show a high degree of team spirit by knowledge sharing and best practices. While we are ambitious, we also care about our work-life balance. We are likely to meet several times yearly for various events and celebrations. We work in a hybrid model (on average: 2 days at home/3 days at the office) What matters is the output and result!

We see the right candidate evolving into a Senior Sales executive role, if not already, or team-lead.

You will receive a competitive salary package plus commission with no cap, team-bonus, and benefits.

If you want to know more - call or send me your application.



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