

Regional Sales Manager UK & Benelux – Garia Utility vehicles

Job description

Do you have a strategic overview and entrepreneurial mindset?

Garia utility is expanding and we are seeking a Regional Sales Manager to cover UK, Ireland and Benelux. The position is full time and we are looking for a candidate which can start as soon as possible.

Location of employment: Greve, Denmark

As a Regional Sales Manager at Garia you will be given the responsibility of Garia Utility vehicles for all sales aspects. You will have a substantial role in the growth of Garia Utility vehicles in the UK and Benelux.

About Garia A/S

Garia is a Danish manufacturer of light electric vehicles with both R&D and production in Denmark. The vehicles are sold worldwide.

Our values are based on design, quality and passion. Garia's products are characterized by the highest quality and best performance in the industry. Read more at gariautility.com and garia.com.

At Garia we want the most committed employees in our team. Age, sex and ethnicity does not matter as long as you are hard-working, meticulous, flexible and positive.

Tasks

You will be a part of our Sales team and have base at our headquarter in Greve, Denmark. You will be referring to the VP of Sales.

Your task will include:

- Sales responsibility for assigned area
- Training of distributors
- Sales management of distributors
- Forecasting and reporting of opportunities
- Participate in tradeshows and events
- Benchmark competitive products and report activity
- Contact potential customers
- Follow up on leads and sales campaigns
- Approaching new exciting and new distributors
- Appointing new in underperforming areas

Expected yearly travel: 100 days, mainly within the assigned region. Travel to USA can occur.



GARIA UTILITY
LUNIKVEJ 44
2670 GREVE
DENMARK

T: +45 46 570 580
GARIAUTILITY.COM
SALES@GARIAUTILITY.COM
VAT 31 58 31 36

Your profile

You are an experienced sales professional with excellent communication skills. In this position the candidate will have the opportunity to play a key role in Garia Utility growth strategy and strengthen Garias position in the market. The successful candidate must have a proven B2B sales experience from a similar role. Preferably from the OEM vehicle industry.

We emphasize you have great negotiations skills and have a structured approach to your tasks. Furthermore, we value your ability to work independently and seek new ways of moving product and services.

Your ability to identify and sell solutions is a key success factor. As well as your outstanding ability to build relationship to distributors and end customers.

You must hold a "B" driver license.

You must be fluent in English both written and oral.

Application

Please send your application, including resume and references (in English) by email to career@garia.com – In subject, please write "**Regional Sales Manager**". Applications will be evaluated on an ongoing basis, however we are willing to wait for the right candidate.

You must ensure the personal data you provide is accurate and complete. If possible, please do not provide sensitive information such as race, religion, sexual orientation or health. Garia A/S is responsible for the processing of the personal data that we receive about you. We make sure that the treatment is in accordance with the legislation. Read more in our privacy policy at www.garia.com, which also explains how you make use of your rights.

Contact

If you have questions related to the position, please send them to career@garia.com or contact: Steen Scherff (VP og Sales Garia Utility) at +45 26 21 91 70



GARIA UTILITY
LUNIKVEJ 44
2670 GREVE
DENMARK

T: +45 46 570 580
GARIAUTILITY.COM
SALES@GARIAUTILITY.COM
VAT 31 58 31 36