

# Area Sales Manager Nordic Countries (m/f)

TSC Auto ID Technology EMEA GmbH has an exciting opportunity for an Area Sales Manager to represent its outstanding line of industrial thermal printers sold under the brand names, TSC and Printronix Auto ID. We are currently looking to appoint an experienced and motivated Area Sales Manager to be based from a Home Office in either Denmark, Sweden, Finland or Norway.

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## Qualifications

- Bachelors in Business with work experience in a technical environment.
  - Knowledge of industrial printer industry an advantage.
  - 5 to 10 years of sales experience in a high technical or manufacturing environment.
  - Computer literate with fundamental knowledge of the Microsoft Office Suite.
  - Native speaker of one of the languages of his/her Sales Region with fluency in written and spoken English.
  - Self-motivated, goal-oriented, a good team player who communicates well at all business levels.
  - A good track record in growing sales and accustomed to working with resellers, able to apply good industry and end-user knowledge.
  - Self-starter.
  - Prepared to travel frequently within the Nordic region.
  - Driving license.
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## Responsibilities

- Maintain existing and strategically grow new sales channels within the Nordic region.
  - Increase sales revenue from an existing portfolio.
  - Generate sales of complex technical products and or services.
  - Create new business accounts.
  - Identify opportunities and apply sales strategy to close business.
  - Product expert able to train partner channels, develop and present sales proposals, systems solutions, and close complex technical sales.
  - Draft annual sales budgets and regularly report to management
  - Represent TSC and Printronix Auto ID at major customers and or events.
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We look forward to receiving your application along with your salary expectation for this exciting appointment.

Email to: Mr. Colin Cope: [colin.cope@tsceu.com](mailto:colin.cope@tsceu.com)

Per Post to:

### **TSC Auto ID Technology EMEA GmbH**

Att: Mr. Colin Cope  
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