

# We're Hiring: Project Sales Manager – Industrial Solutions (Scandinavia)

**Location:** Denmark & Scandinavia (Travel required)

**Industry Focus:** Food, Pharmaceutical, or Related Process Industries

**Position:** Project Sales – B2B Technical Solutions

Are you passionate about technical sales and building long-term customer partnerships? We're looking for a **Project Sales Manager** to join our team, driving project-based B2B sales across **Denmark and the Scandinavian region**.

## Your Role:

As Project Sales Manager, you'll take the lead on complex industrial sales projects—from initial engagement to contract close. You'll work closely with decision-makers and technical experts to deliver tailored solutions that meet our clients' needs for **process optimization, regulatory compliance, and hygiene standards**.

## Key Responsibilities:

- Manage the full sales cycle for technical projects in the food, pharmaceutical, or related industries
- Identify and engage key stakeholders and decision-makers
- Collaborate with internal teams to develop and present customized solutions
- Lead negotiations and follow through on sales processes with long-term value in mind
- Represent the company in client meetings, on-site visits, and follow-ups throughout the region

## Your Profile:

- Proven experience in industrial B2B project sales
- Solid technical understanding of production environments, especially hygiene-critical industries
- Comfortable managing long and complex sales cycles
- Excellent English communication skills: knowledge of a Scandinavian language is a plus
- Willing and able to travel extensively within Denmark and the Nordic countries

## What We Offer:

- A key role in a technically driven, customer-focused organization
- Involvement in high-impact powder handling projects across Scandinavia
- A supportive, agile team culture that values expertise, autonomy, and long-term relationships
- Competitive salary and benefits, with opportunities for personal and professional growth

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## Ready to Make an Impact?

If you're driven by technical sales, value-based selling, and bringing complex industrial projects to life, we'd love to hear from you.

✉ Send your application and CV to [hr@Tekemas.dk](mailto:hr@Tekemas.dk)