

Export Sales Manager

Deadline

As soon as possible

Location

Not disclosed

Stillingstype

Full-time

Job ID

Would you like to drive global growth in a technology-driven healthcare company within the CSSD technology?

Then join us in a key global sales role where you will collaborate closely with an experienced management and product team in a highly international environment.

We put people first

At KEN Hygiene Systems, we create innovative, high-quality hygiene solutions for the Healthcare and Life Science industry with the overall goal of contributing to global health and well-being. While we are a technology company, we always put people first. Because we go to work every day with people and for people.

You will join a growing Healthcare division, and we have strong international ambitions. Our environment is global by nature, with close collaboration across markets, partners, and internal teams. And you will work alongside experienced colleagues in management and product development, contributing directly to the company's long-term international growth strategy.

Develop and expand our international sales

As our new export sales manager, you will be responsible for developing and expanding our export sales within the Healthcare sector through distributors and strategic partners – initially across Europe, with future exposure to Asian and/or American markets.

You will take on a highly commercial role with a strong focus on building relationships, identifying opportunities, and driving growth in complex, international healthcare markets.

Specifically, you will:

- Identify and establish new market opportunities and partnerships.
- Build and maintain strong relationships with distributors, hospitals, and key stakeholders.
- Participate in international tenders and large healthcare projects.
- Represent the company at international exhibitions, customer meetings, and partner visits.
- Contribute to the development and execution of the company's international sales strategy.
- Support our expansion into new regions as part of our long-term growth plans.
- Your base can be anywhere in Europe, as you will enjoy a high level of international travel and work across time zones.

Experienced and driven international sales professional

We are looking for a new colleague based in Europe who is self-driven and able to operate independently. You are internationally experienced, used to frequent travel, and comfortable working across different time zones. As a natural relationship-builder and networker, you know how to work across cultures and international markets, and you stay structured and persistent in long sales cycles.

Finally, we imagine that you:

- Are a highly experienced and commercially driven international sales professional (B2B).
- Have a strong background in sales within medical devices to CSSD solutions and a strong understanding of the global healthcare industry and distributor-driven markets.
- Can demonstrate documented success in developing distributor networks and driving sales growth.
- Have experience with complex sales processes, tenders, and project-based sales.
- Have a strong commercial mindset combined with a solid technical understanding.
- Are fluent in English. Additionally Spanish would be beneficial.
- It is an advantage if you have experience with Asian markets and business culture and perhaps knowledge of Asian languages such as Japanese, Chinese, or Korean, but this is not a prerequisite.

Your next international challenge starts here

If you're motivated by international growth, complex sales, and the opportunity to shape markets in the global healthcare industry, we would like to hear from you.

If you have any questions, feel free to contact Sales Manager Brian Mølmer Pedersen, bmp@ken.dk.

Apply now and become a key driver in our continued international expansion.

We review applications on an ongoing basis, so we encourage you to apply as soon as possible. Apply to job@ken.dk

