



Belden are a global leader in high quality, end-to-end signal transmission solutions, delivers a comprehensive product portfolio designed to meet the mission-critical network infrastructure needs of industrial, enterprise and broadcast markets. With innovative solutions targeted at reliable and secure transmission of rapidly growing amounts of data, audio and video needed for today's applications, Belden is at the center of the global transformation to a connected world.

In all cases, Belden is committed to delivering best-in-class technology. Belden had 2013 revenues over \$2 billion and has more than 7,000 employees worldwide. We have manufacturing capabilities throughout North America, Asia and Europe and a market presence in nearly every region of the world. Join us as we continue to evolve.

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## Territory Sales Manager Nordics (m/w/d)

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You drive profitable growth in Sweden, Norway, Denmark and Finland via existing account relationships and create and close new business development opportunities

### **Description**

- Ownership for a defined set of sales targets aligned to the responsibilities of the role, taking accountability for meeting and exceeding these targets over a sustained period
- Develop New Accounts Quantify, prioritize and develop new accounts in the region, driving market penetration, new business growth and share of wallet.
- Build a professional, long term relationship with a number of existing channel partners.
- Manage Existing Relationships Manage existing account relationships. Identify opportunities to grow revenue in existing accounts.
- Maximize share of wallet and customer satisfaction through deployment of robust Account Plans.
- Create New Relationships Create and build value-adding relationships with key influencers and decision makers within Target Accounts.
- Identify opportunities and stimulate initiatives to strengthen the relationship. Identify Key Influencers Identify key influencing companies in end user supply chain and create opportunities.
- Co-ordinate with Channel Sales to extend influence and control through the value chain.
- Sales Funnel Channel Accounts Timely completion of the monthly review of channel open orders / backlog, forecasts and Sales Funnel to enable Belden to make sound business decisions.
- Setting Joint Goals Communicate vision, goals and objectives from Policy Deployment to the channels to ensure clarity of strategy, and professionally manage channels against those goals and expectations.
- Channel Performance Apply consistent and appropriate rigor to reviewing individual channel performance within the framework of the Belden PPP (Preferred Partner Program).
- Inventory Management Provide business support to proactively manage inventory levels, to improve ROI, to ensure the correct inventory profile is in place, and to ensure both our business objectives are met.
- Reporting Ensure timely and accurate reporting. Including reporting on funnel opportunity management, revenue forecasts, Account Plans, progress on initiatives and status of relationships.

### **Profile**

- Degree level in a relevant field – Engineering or other technical field and / or Business (marketing, administration, economics)



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- track record in professional career relevant to accountabilities of the role
- Experience of working within a B2B sales environment essential – to include knowledge of a channel sales (distributor) environment
- Experience of using standard business reporting tools and reporting on key metrics
- Experience of managing accounts in a structured methodology including account plan reviews. Working experience of Miller Heiman methodology advantageous
- Experience of working within an international environment advantageous
- Ability to develop successful cross functional relationships internally
- Ability to manage time and resource effectively, managing multiple activities successfully
- Ability to travel in order to fulfil the duties of the role essential
- Demonstrate ability to work effectively with the relevant Belden portfolio – technical expertise not required but an appreciation and ability to understand product applications is essential
- Demonstrate excellent communication skills, both verbally and in writing
- Proven track record within a sales role in a market and industry relevant to the role
- Demonstrate successful track record of managing projects and initiatives
- Business level English essential plus local language
- Computer literacy essential
- Demonstrate the Belden Values

### **Offering**

Interested in this Position? Please apply online!

[Jobs-emea@belden.com](mailto:Jobs-emea@belden.com)



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