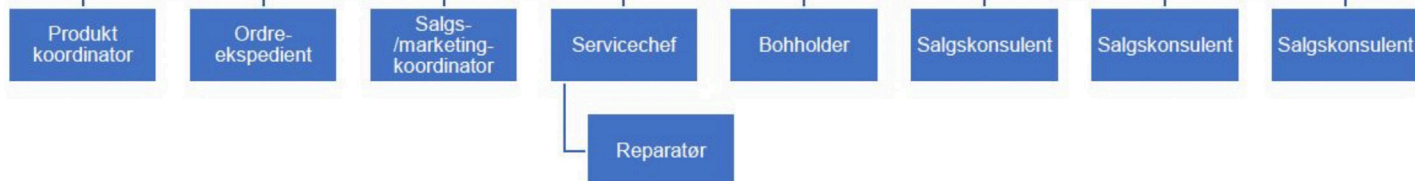




Sales manager  
Denmark



# Sales Manager, Denmark



Hitachi Power Tools Denmark A/S will on the 1st of October change its name to Hikoki Power Tools Denmark A/S and become part of the multinational Koki Holdings Co. Ltd in Japan with more than 6,500 employees and a turnover of 11.5 billion DKK. Koki Holdings is owned by the US Private Equity Fund KKR - Kohl Kravis & Roberts & Co.

Hitachi Power Tools Denmark A/S is a sales company with a long tradition in the tool industry. The product range includes Hitachi power tools, Hitachi forest and garden tools, Basso nail guns, Bendof bending machines, and a wide range of MFT Fasteners. The Danish office, showroom and workshop are in Esbjerg. The Nordic Central Warehouse is located just outside Oslo, Norway - from here, goods are shipped for delivery all over Denmark with day to day delivery.

Hitachi Power Tools Denmark is a subsidiary of Hitachi Power Tools Norway AS, which also has subsidiaries in the other Nordic countries and Poland. Total revenue in the group was DKK 515 million in 2017. We have 10 employees in Denmark and 142 in total.

## BACKGROUND:

- Hikoki Power Tools goal is to reach net sales target of 63 MDKK in Denmark within end of 2020. Currently we are not on-track
- Key drivers behind growth will be distribution improvement within power tools and accessories, proper launch of MFT fastener concept and improved sales of nailing systems
- Launch of MultiVolt product range and new brand creates momentum which could be utilized to achieve increased attention among professional end-users and dealers

## KEY REQUIREMENTS

- Ability to set sales targets, develop plans, implement and follow-up –in a structured fashion
- Be ahead of the game; proactively suggesting promotional activities and other customer related initiatives
- Be a motivator –cultivate a winning culture of achievement and appraisal
- Know your customers customer –actively involved in collecting and utilizing end-user insight
- Build relations with customers and develop effective models for business co-operation
- Show deal-maker capability
- Visit and follow up own customer portfolio

- Communicate well with all parts of Hikoki organization and balancing Nordic vs local priorities
- Pursue business goals vigorously, both sales and EBITDA

## PROFILE:

- Experienced sales manager –preferably from sizeable company
- Result driven –able to focus on short term results while remaining on strategy
- Structured and well organized –but willing to change approach when needed
- Knowledgeable and fact focused
- Great communication skills
- Team player
- Bachelor business degree not obligatory, but preferred
- Experience from similar product categories not obligatory, but preferred
- Location within practical driving distance to office in Esbjerg