

Job posting for Strategic Account Manager



We are looking for a Strategic Account Manager

The Strategic Account Manager is responsible for maintaining, developing, and extend the customer platform at Sweet Geeks.

We want to strengthen the dialogue with the present accounts on a strategic level to make the created value visible and clear for customers and improve our position in developing our business with the customers.

Internally the Strategic Account Manager is the bridge between the commercial and strategic interaction with customers and the Sweet Geek teams working at the customers.

The Strategic Account Manager will also build the platform by approaching and establishing cooperation with target accounts and potential observed and appointed in the Sweet Geek organization.

Responsibilities:

- Account plans on present Sweet Geeks accounts.
- Sales and business development on Sweet Geeks platform of customers and potentials
- Cross selling through other Business Units
- Market and customer insight
- Top Management Selling
- Commercial Project Management
- Value chain and process development
- Stakeholder Management

Requirements:

- Proven track record of commercial experience and account management
- Excellent communication and leadership skills.
- Strong strategic business understanding
- Excellent Presentation skills
- Good technical insights
- High level negotiation skills
- Proactive, result driven professional

What we offer at Sweet Geeks

- Competitive salary according to qualifications
- Private health insurance
- Pension scheme
- A professional but also the informal environment with much flexibility
- A fantastic work environment in the brand-new AI Innovation House - **A digital AI lighthouse - a neutral innovation playground in Vejle** with some talented Geek colleagues and some great opportunities to develop yourself both professionally and personally.
- We have a wide range of benefits, such as a delicious canteen, Friday bar, access to Fitness and on top of that - exciting events, both professional and social.

Next step



If the above interests you, and you could see yourself as one of our new member of the Geeks, then send an e-mail to: [Palle List Clausen, Commercial Director PLC@sweetgeeks.dk](mailto:Palle.List.Clausen@sweetgeeks.dk) with your application, including your CV. If you have any questions feel free to call Palle on +45 53 54 66 72