

Userneeds is looking for a Creative Sales Representative

Are you highly self motivated and responsible? Do you want to flex your creativity as you pitch a package of products?

As our Danish Sales Representative, you are responsible for developing business across multiple industries within the Danish market. You know how to discover the clients' needs to provide the best possible solution for them.

You will be part of our Digital Insights team at Userneeds; an international team made up of ambitious individuals with different backgrounds who work closely together as well as across the entire organization. As our Danish sales representative in Digital Insights, you will be selling a range of products offering organizations, such as; DMI, Kino, Ekstrabladet, Politken, etc., the opportunity to learn about their user's digital behavior as well as gathering valuable opinion data about their users think and feel about them.

In your role you will

- Own the full sales cycle: Lead generation, product showcasing, pricing, negotiation and closing
- Have a hunter mentality by uncovering and nurturing your leads using all forms of communication relevant (phone, email, LinkedIn, etc.)
- Identify and reach decision makers to sell the Userneeds – Digital Insight products and see opportunities where you can add value to the client
- Have a high activity and high volume daily outbound sales activities speaking to stakeholders across all industries
- Achieve monthly and quarterly targets

We are looking for someone with

- 1-2 years of experience in B2B outbound sales
- Proven track record of meeting and exceeding targets
- Skilled at finding & qualifying leads, getting hold of the correct contact person, prioritize pipeline and closing sales to meet your targets

- Recognize the organizational and decision-making structure of SMB's
- Ability to flourish in a high paced, high-performance setting
- Knowledge of GDPR and digital infrastructure is a plus
- Excellent communication skills
- You are results oriented, ambitious, and self-motivated
- You speak Native Danish
- Fluent in English, written and spoken. We have colleagues from all Nordic countries within the organization and our official language at the office is English
- A Bachelor degree in Business Studies or equivalent is a plus but not mandatory

We offer

- An easy to access office in downtown Copenhagen (Nørreport)
- Competitive salary and lucrative commission structure
- Ongoing support and training for an exciting career at Userneeds
- A flat organization open to innovative ideas and creativity that evolves our business model
- An integral part of our growth journey
- An evolving product portfolio
- A strong social culture with lots of social gatherings and fun colleagues
- Communal lunches at the office canteen

Application and resume

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