

We are looking for a

TECHNICAL SALES MANAGER



About the role

We are ready to take the next step into new markets. That's why we're looking for a Technical Sales Manager to join our commercial team and be a key factor in achieving our ambitious growth targets – starting in Denmark and the Nordics. As the role develops, there will be opportunities to expand your reach into more international markets. You will report directly to the CCO and be part of our commercial team. Living in Denmark is not a requirement.

We need one who can help solve the following work tasks:

- + Mapping and segmenting potential customer companies according to our customer acquisition process
- + Preparing and delivering sales pitches to new prospects
- + Establishing the first pipeline of promising sales dialogues and ensuring a great customer journey

You are expected to independently investigate and identify which of Technicon's competencies and solutions can be brought into play in each customer situation. This will always happen in close collaboration with our internal project teams to ensure that solutions are realistic, valuable, and well-aligned with our technical capabilities. Expect approximately 20–50 travel days during the first six months.

We imagine that you bring:

- + Experience with B2B sales within the life science or pharma industry, particularly in project sales
- + Deep understanding of complex sales cycles, encompassing tender processes, contract negotiations, and project economics
- + A structured and analytical mindset that supports strategic customer development
- + Technical insight and the ability to understand automation projects and robotics to be able to translate highly technical solutions into tangible business value for customers and to develop corresponding requirement specifications

On the personal side, you are persistent and curious. You show professionalism and presence in customer meetings, and you understand the importance of credibility, preparation, and integrity in long-term customer relationships. You have excellent communication skills in English (Danish is a plus) and thrive with a high level of independence and self-leadership.

What are the goals

After 12 months:

- + You have established active sales activity with new customer companies
- + You have closed your first sale

After 3 years:

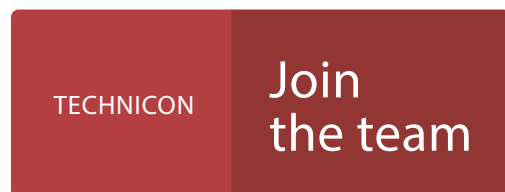
- + You have contributed to significant yearly revenue growth
- + You have become a key driver in driving our commercial expansion – beginning in Denmark and scaling across the EU

What do we offer

At Technicon, we offer a flexible and inspiring work environment with room for your ideas, professionalism, and ambitions. You will collaborate with, and learn from, experienced colleagues across disciplines and gain deep insight into the technologies shaping tomorrow's pharma industry. We offer full flexibility regarding location.

Who are we

At Technicon, we develop intuitive, safe, and user-friendly automation solutions for the pharmaceutical industry. Our goal is to create seamless interaction between people and technology – and between skilled, passionate colleagues. We are a team of engineers, developers, project managers, and specialists who value collaboration, curiosity, and knowledge sharing. And we believe that the best results come from combining strong professional skills with trust, flexibility, and a good sense of humor.



How to apply

You can apply by sending a traditional application and CV – but if you prefer a video application, that's very welcome too. Please send your application and CV to: application@technicon.dk

We're conducting interviews on an ongoing basis, so don't wait too long to get in touch. If you have any questions about the position, feel free to contact our HR department at +45 29161012 or email ldv@technicon.dk

We look forward to hearing from you!