

# Sales Manager Havne/Ports

Become part of Denmark's fastest growing drone company!

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Lorenz Technology is looking for a Sales Manager for one of our two main segments - Ports. Ports today and in the future will have great advantages implementing drone technology that supports the objective: "Smarter, Safer & Greener". This is your opportunity to become part of a promising young company with great international potential.

Lorenz Technology has developed the platform, Lorenz Hive®, that manages UAVs and UGVs. Here, a number of relevant functionalities are offered, where several drones can operate at different locations simultaneously and collect data that can support the digitization of the ports.

With focus on Port Digitization, Facility Management, Area Management, Security and Surveillance, we are developing our platform in collaboration with global partners to increase the use of drones, robots and artificial intelligence in the two main segments Ports and Security.

## Ready to grow the port segment based on market insight?

You will be responsible for selling Lorenz Hive® and Lorenz AI-Link® to the port segment nationally and internationally. Based on your experience and knowledge from the port, logistics and / or industrial segment, you will continue growth within the segment and ensure that ports in- and outside Denmark implement our solution.

Drone technology is a new technology, therefore you are skilled in Solution Selling and thrive on finding port use cases that make drones relevant and valuable in the port industry. Your market insight and ability to absorb knowledge quickly enables you to show results.

## Among your most important responsibilities will be:

- Expand the portfolio of international port contacts and customers
- Generate revenue and earnings according to the budget targets set for the segment
- Create and maintain long-term customer relationships
- Provide market insight from the port segment and maintain optimal value propositions

## Ambitious and technical sales profile with a focus on value creation

You hold experience from the port industry deriving from previous positions within port, logistics or other relevant industrial companies. You have a commercial educational background, Cand. Merc. or similar, but you might also be an engineer with a relevant combination like HD or MBA.

It motivates you to be part of a young business with an organization that is growing fast. You are known as a result-oriented strong networker, and you are ready to take on the task of building a scalable business with a focus on the port segment.

As you generate new contacts and convert them into customers, you will experience being part of a sales team with direct reference to the CCO and with Sales Manager (Security), Sales Project Manager, Marketing Manager and Digital Designer as the closest team-mates.

Your language skills are excellent. Danish and English are a must - German, or other languages are a great advantage, as your focus will largely be international. You will be working from our HQ in Odense, DK.

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## Further information:

Forward your application and resume to [careers@lorenztechnology.dk](mailto:careers@lorenztechnology.dk) with the title: "Sales Manager Ports" right away. We are continuously evaluating the candidates and will perform ongoing interviews until the right candidate for the position has been identified.

Questions regarding the position can be directed to CCO Søren Land on +45 2020 1608 or by mail to [sl@lorenztechnology.dk](mailto:sl@lorenztechnology.dk)

We are looking forward to receiving your application.