



## eSourcing Account Manager with Strong Analytical and Client-facing Skills

Here is your chance to become a part of a global software company with ambitious growth plans. We are a young and energetic team of 75 people across our offices in Denmark, United States, United Kingdom, The Netherlands and Germany.

Scanmarket is a market leader within strategic sourcing software and services with over 350+ global customers (including Nissan, Burger King, ISS, Accor Hotels, Ørsted and many more) spread across 85+ countries. We take great pride in being different from other vendors and we show this by always going the extra mile to support our clients' business objectives all the way from sales to post-implementation.

### **The position:**

We are looking for an eSourcing Account Manager to join our fast-growing team, and we offer an exciting and challenging role managing all aspects of our internal and client-facing sourcing projects. You will be challenged on your capabilities within data analysis, strategy advice, customer centricity and presentation skills.

As an eSourcing Account Manager, you will be working closely with clients and their suppliers to help facilitate sourcing projects and initiatives. You will be responsible for account management, ensuring excellent customer experiences at all stages of the relationship, and upselling where appropriate. You will also be involved in project management and data analysis forming the basis for clients' decision-making.

### **Your key tasks will be to:**

- Build close relationships with our clients through continued excellence in Key Account Management
- Analyse, facilitate, and execute sourcing projects (eAuctions and eRFx) on behalf of clients
- Develop robust eSourcing strategies to support clients' decision-making
- Become a champion of change management, secure good implementation of the Scanmarket platform and proactively aid in maximising user adoption and throughput
- Conduct eSourcing and eAuction Workshops both online and on-site
- Host Strategic Sourcing Seminars for our clients' senior executives

## Who are you?

- You have a Bachelor or Master's degree within International Business, Supply Chain Management, Logistics, Business Economics or similar.
- You possess strong analytical skills, including the ability to develop and interpret complex analytical models and ad-hoc reports
- You have excellent skills in Microsoft Office, Excel, and Power Point
- You have a talent for building and maintaining client relationships and proven client facing skills
- You are comfortable presenting to senior executives and internal stakeholders
- Experience with sourcing/eSourcing/procurement is an advantage, but not a requirement
- You are fluent in English and Danish, spoken and written. Any additional language is a plus

## We hope that:

- You are eager to learn and have a structured & fact-based work approach
- You have a strong work ethic and a high level of integrity
- You enjoy interacting and communicating with clients
- You have a "can do" attitude, are proactive and self-driven, able to effectively plan and manage multiple projects, tasks and initiatives with varying timelines & priorities

## We offer:

You will become a part of a young, dynamic and results-oriented team where innovative ideas are always welcomed. The role offers both personal and professional development and a unique opportunity to gain insights into the world of supply chain by working closely with sourcing and procurement professionals from some of the world's most recognised organisations.

## Additional information:

Primary work location: Our HQ in Solbjerg, Aarhus

Travel: Approx. 20 days per year

Hiring: As soon as possible, interviews are held continuously.

For further information about the position: Please contact Mille Albæk Høst, Director of Consultancy, +45 40 50 06 93.

Please send your application to Mille Albæk Høst, [map@scanmarket.com](mailto:map@scanmarket.com)

Application deadline is October 1<sup>st</sup> 2020.

