



## Scanmarket is looking for a dedicated Junior Source-to-Contract Executive to join our business development and sales team

Do you want to play a central role in building new business in a fast-growing global company? Are you a self-driven and motivated sales professional? And are you looking for an exciting job within sales that you can build your career on?

**Then we have the right job for you!**

### **The role:**

The role offers excellent growth opportunities and will be a perfect fit for a results-driven, energetic, and hands-on sales professional. As a Junior Source-to-Contract Executive your goal will be to develop new business across multiple sectors and markets in close collaboration with our CCO and sales team.

### **Responsibilities:**

- Generate new business opportunities with prospects: qualifying, progressing, and closing software/service revenue opportunities.
- Build relationships with prospects across multiple sectors and identify new opportunities within those markets.
- Manage the full life cycle of sales from generating leads, demonstrating the product, pricing, negotiation, and closing.
- Support our CCO and the sales team with client analyses
- Forecasting, budgeting, and sales planning for and with our CCO and the sales team.
- Various ad-hoc tasks within business development, sales, and marketing.

### **We offer you:**

You will join our Danish HQ close to Aarhus in a global company with ambitious growth plans. We are a young and energetic team of a 100+ people across our offices in Denmark, USA, United Kingdom, The Netherlands, Switzerland, and Germany. Scanmarket is a market leader within source-to-contract management, and we pride ourselves on being different from other SaaS-companies. We demonstrate this by always going the extra mile to support our clients' business objectives, all the way from sales to post-implementation support.

**In the role as Junior Source-to- Contract Executive you are guaranteed:**

- Ample opportunity for professional and personal development in a fast-paced environment
- The unique opportunity to build close relationships with global prospects and clients.
- Being a part of a welcoming and result-oriented sales team characterized by a fun and informal tone
- Excellent work-life balance with the option to work remote
- Lunch-arrangement, pension-plan, great coffee, and social activities

**Who are you?**

We are looking for a hard-working and resilient Junior Source-to-Contract Executive. Additionally, the successful candidate will have the following traits:

- A Bachelor's degree in a relevant field; a Master's degree will be a plus
- Outgoing and persistent in prospect/customer interactions
- Results-oriented
- Focus on customer satisfaction/success
- Willingness and eagerness to learn with a positive attitude
- Strong communications skills in Danish and English – both written and verbally. Other languages will be a plus but not a requirement
- Experience and network within Sourcing, Procurement, Contract Management, Spend Analysis and/or Supply Chain Management, is an advantage but not essential

**The Practicalities:**

Workplace: Our headquarters in Solbjerg, south of Aarhus or from home

Travel days: 10-20 days yearly

Application: Please send your application and CV in English to People & Culture Manager, Jane Schumann; [jasc@Scanmarket.com](mailto:jasc@Scanmarket.com) as soon as possible. Interviews are held continuously. For questions or further detail regarding the position please call Jane at +45 4268 2800.

***About Scanmarket:*** Scanmarket is a Source-to-Contract software provider that develops advanced functionalities in an effortless design. Originating from the needs of the end user, Scanmarket's S2C solution is attuned to meet the needs of the procurement professional. We take ownership of customer success with experts at your fingertips to drive user adoption. Digitalize your upstream procurement functions with technology that is built to be used.