

Commercial Excellence Manager, Multi-Wing

Reporting to: Chief Commercial Officer, Multi-Wing Group

Location: Vedbæk, Denmark

Would you like to contribute to the commercial agenda of Multi-Wing while playing a key role in the execution of our ambitions 2028 strategy? Do you have great commercial excellence, collaboration, and stakeholder management skills? If so, keep on reading!

About Multi-Wing

Multi-Wing is a global company with 470 employees, 19 sales offices, and 14 production sites across countries in North America, Europe, and Asia Pacific. It helps global OEM market leaders in HVAC&R, off-highway, and industrials solve their airflow shaping needs with products within axial fans and complete fan solutions. The key to success is Multi-Wing's innovative modular system that allows the creation of a very wide range of axial fans tailor-made for the client's specific needs.

In 2021, Altor Equity Partners acquired a majority stake, and in 2022 the new strategy Solution 2028 was launched. Since the launch of the new strategy, Multi-Wing has delivered extraordinary 2022 growth, a trend that is expected to continue.

The Role

A central part of Multi-Wing's 2028 strategy is strengthening the commercial foundation through a comprehensive commercial transformation. This role will play a vital role in ensuring that the right commercial structures are in place on a global level to accommodate Multi-Wing's ambitious 2028 strategy.

Main areas of responsibility include:

- Supporting the global sales force to deliver on ambitious growth targets by
 - Driving the Global key account planning process
 - Working with local sales teams to ensure that accounts plans are in place and used as part of the daily sales process
 - Developing projects wins plans in corporation with local sales
- Building a best practice commercial setup by
 - Taking a leading role in digitalization of the customer journey
 - Creating standards and tools for the Multi-Wing commercial toolbox and ensure they are implemented and used globally
- Playing an integral role in the Multi-Wing strategy development and execution by
 - Creating commercial insights based on market and transaction data to create continuous improvement in the commercial organisation
 - Driving strategic pricing globally

We are looking for the following skills and experience:

- 2-4 years experience within a commercial focused role in either industry or a leading management consulting firm
- Experience working in an international company or environment
- Solid business understanding
- Thorough understanding of commercial excellence tools

- Above standard presentation, communication, and writing skills.
- Fluent in both written and spoken English
- Excel- and PowerPoint-ninja: High proficiency in Microsoft Office platforms including Excel, PowerPoint, Outlook, Word. Experience in CRM systems and PowerBI is an advantage.
- BSc/BA in business, engineering or equivalent.

You have the following personality profile:

- Proactive, initiating, and able to work under pressure and meet deadlines
- An analytical mindset able to solve complicated quantitative problems
- Flexible and agile in approach, able to easily relate to operational and conceptual tasks
- Independent worker who can set own agenda, formulate own tasks, sell ideas and change to key stakeholders, and ensure the roll out

If you want to hear more about this opportunity and the company, or if you have any questions regarding the position, please do not hesitate to contact us. Kristian Brehm, CCO Multi-Wing Group at + 45 51 54 51 72 or kbr@multi-wing.com.

The job will be located at Multi-Wing Group headquarters in Vedbæk, Denmark but involve engagement with and travel to our sites globally. It will be possible to combine in office work with work from home.

Contact details:

If you wish to apply for the position, please send your CV and a short cover letter to vep@multi-wing.com

Start date:

As soon as possible.