



Chief Sales Officer

Unique opportunity to join LOWENCO's growth journey

The CSO role and responsibilities

The new Chief Sales Officer (CSO) will report directly to the Chief Executive Officer (CEO), Mikael Hoier, who joined the company as Sales Director back in 2017 before he was named CEO in 2020. The CSO will be part of the Executive Management Team of LOWENCO and be responsible for driving and managing all aspects of the sales/marketing function with the ambition of elevating the sales/marketing function to new heights. Founded in strong functional expertise with a solid commercial toolbox including experience with international technical project sales, sales of own technical products/solutions, direct sales to end customers, project management/management understanding, and knowledge of running the MarCom department/function ensuring commercial excellence.

The CSO will have proven themselves as a leader within sales – motivating and leading a team to excel – and will extend this attitude towards the rest of the organization. He/she has strong stakeholder management capabilities and will be skilled in communicating and presenting clearly and effectively at all levels and to a range of audiences, both internally and externally, including employees, customers, and owners. Moreover, the successful candidate will function as a sparring partner and work closely together with the CEO and will be motivated to support the growth of LOWENCO from a commercial perspective.

The ideal candidate's background and experience

- In-depth understanding and experience with project sales or related fields combined with experience from a business with an international footprint.
- Strong commercial and business acumen and hands-on experience in running a sales organization
- Experience from having been exposed to a manufacturing/technical set-up and from a similar complex value-chain as LOWENCO represents.
- Deep and broad experience with international technical project sales (preferably to biotech and pharma customers)
- Preferably experience within marketing and knowledge of running the Marcom department/function
- An intense and value based commercial leader, who can be the external face towards customers, drive internal performance, and who in a structured and systematic way can lead from the front and take the company to the next level.
- Deep and broad experience with sales of own technical products / solutions (manufacturers) and international technical project sales
- Deep and broad experience with direct sales to end customers – not via distributor network
- Personal track record within execution of time-consuming and sometimes lengthy project sales – not only via a sales team or distributors
- Project management/management understanding – how to execute projects after the sale – until the solution is delivered
- Out-going – and customer faced. Working close together with the sales team, close to the customers
- Relationship selling by building a long-lasting connection with current and potential customers

Place of work is LOWENCO's headquarter in Vamdrup, Denmark. Travel must be expected.



Contact

The recruitment process is led by Russell Reynolds Associates. Deadline for applying is latest Monday, February 13th, 2022. Applications and other relevant documents should be submitted to Consultant Mads Wilhelmsen at Mads.Wilhelmsen@russellreynolds.com. For questions about the position, please contact Mads at +45 26209308.

About LOWENCO

LOWENCO develops, manufactures, markets, and installs large-scale modular and highly energy-efficient ultra-low temperature (“ULT”) storage solutions for commercial biopharma primarily targeting the drug substance market. LOWENCO was founded 2013 in Vamdrup, Denmark (headquarter) by Lars Thorsen, and following an initial period of product refinement and establishment of go-to-market activities, LOWENCO has over the past three years gained significant commercial traction and is today a preferred supplier of sustainable large scale modular ULT storage solutions to several of the largest biotech and pharmaceuticals companies across the globe.

LOWENCO is well positioned to continue addressing the increasing demand for large-scale ULT storage solutions, underpinned by the strong underlying growth in biopharma volumes, leveraging its unique customer value proposition that is centered around superior quality, performance and service, leading energy efficiency, and significantly lower cost of ownership.

Since February 2022, Impilo (a Nordic-based, investment company focused on investments in the healthcare and health-related sector) has been the majority owner, will support LOWENCO in further expanding and penetrating its global customer base, and strengthening its position as a world leader in delivering innovative and sustainable ULT storage solutions.

LOWENCO has created a strong value proposition in the pharma and biotech industry in the form of modular temperature-controlled storage units with a focus on ULT solutions. Given the unique value proposition across both product and service, LOWENCO has brought itself in a great position to capture an underserved and fast-growing biopharma market.

For Further information about LOWENCO, please have a look at www.lowenco.com