

About Us

Fremco Fiber Blowing Machines Inc (Fremco Inc) is a Fremco A/S subsidiary situated in Atlanta, GA – where all administration, internal sales and warehouse is situated.

Fremco A/S is an innovative Danish company specializing in the development and production of fiber blowing machines of exquisite quality. Over almost three decades, we have accumulated huge, specialized knowledge of blowing techniques. Fremco is today active in more than 50+ countries worldwide and being considered as one of the world market leaders in fiber blowing.

We continue developing our products in close collaboration with customers, duct manufacturers and cable manufacturers. This happens because we want to offer the best and most user-friendly products or fiber blowing solutions covering all dimensions of fiber, cables and ducts. We have developed a specified range of accessories through close cooperation with leading suppliers, meaning that we can offer a total solution being "Your best partner".

Your best partner

Our mission is to become the best partner worldwide within the field of fiber blowing machines and accessories.

In order to do this, we work towards three specific goals:

- High quality products and service with short delivery times and at competitive prices.
- When our customers choose a Fremco machine, they make a positive contribution to their own business.
- Innovative product development based on the needs of our customers.

We do have several manufacturing reps and distributors all over the US – and several more to come in the nearest future.

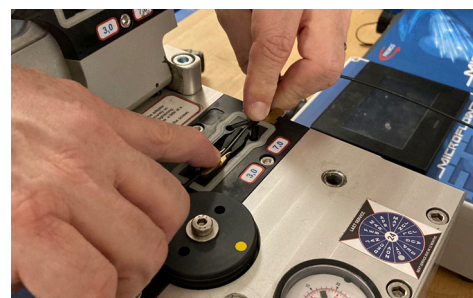
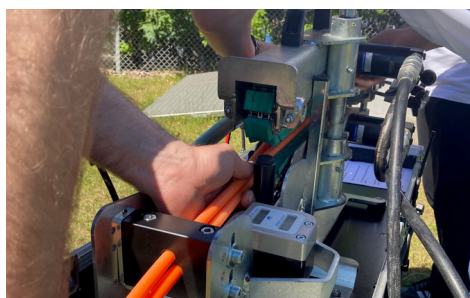
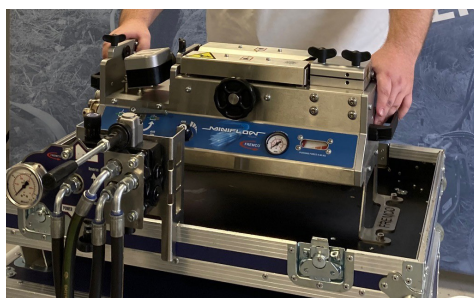
Job Summary

The Technical Sales Manager (TSM) will, together with the rest of Team US, be responsible for growing Fremco Inc's business. We are looking for a result-driven individual with a unique set of talents, a proven track record, and a willingness to travel as required. The ability to communicate, with both technical and non-technical individuals, our product offerings and how they meet the needs of potential customers.

Our new employee will, together with all employees at Fremco Inc, have input into the strategic sales plan, act as a liaison between Fremco's sales and engineering departments. The objective is to increase awareness of Fremco's products, applications, operations, and services, and most importantly, convert prospects into sales together with our manufacturing reps and distributors. The TSM will serve as responsible for developing relationships and improving the quality and frequency of communications with our distributors.

Key Responsibilities

- Together with Team US, develop and execute strategic sales plans to achieve company sales targets and expand market share within the fiber blowing industry.
- Analyze market trends, customer needs, and competitor activities to identify new business opportunities and develop effective sales strategies.
- Build and maintain strong relationships with distributors West of the Rockies.
- Understand customer requirements and provide commercial solutions and recommendations to meet their needs.
- Conduct product presentations, on-site demonstrations, and technical discussions with customers to showcase the company's capabilities and value proposition.
- Identify and pursue new business opportunities within the fiber blowing industry.
- Collaborate with cross-functional teams, including engineering, operations, and marketing, to develop customized solutions and proposals for customers.
- Collaborate with the Danish headquarter.
- Having an international approach and understanding of cultural differences.
- Meet or exceed sales targets and objectives and take corrective action when necessary to ensure sales goals are achieved.
- Overall business understanding.
- Performs other related duties as assigned.



Required Skills/Abilities

Fremco Inc is looking for a proven and successful technical salesperson, preferably with experience from the fiber blowing industry or the telecommunication industry. The successful candidate will be a technical sales professional who:

- Is currently or recently engaged in the sale of high-value products or high-quality brands to manufacturing reps and distributors.
- Has a proven track record of being a high achiever that has consistently exceeded sales goals and objectives.
- Is an experienced sales professional with the technical knowledge required to identify, develop, and close Fremco Inc prospects together with our manufacturing reps and distributors.
- Contributing to our distributors, preparing proposals to help secure new business opportunities.
- Has a successful history in doing on-site demonstrations.
- Fully versed in Microsoft Office.
- Preferably working knowledge of CRM systems.
- Ready to be a part of a great Team US – where people are our strongest asset.
- Ability and willingness to travel 60+ days per year.
- Preferably based West of the Rockies

Education And Experience

- Preferably involved in the fiber industry.
- Bachelor's degree in engineering or related discipline.
- Excellent communication and presentation skills.
- Must possess a high level of integrity with a proven ability to establish trust and business performance-based relationships for future client referrals.
- Significant drive and passion for sales negotiations and closing deals.
- A strong desire to work in a small by dynamic environment with a high degree of energy and ambition is essential.

Other Duties

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

Equal Opportunities Employer

Fremco Fiber Blowing Machines Inc provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

Please send the application to: mf@fremco-usa.com

If you have any questions, or further information about the position - please contact:

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