



**Therefore Corporation** produces high quality information management software for companies around the world. Are you interested in joining a dynamic team – a team that has the goal of producing the world’s best information management software? Therefore™ has helped thousands of companies to speed up their business cycles and improve the way they process information. Find out more on our [website](#).

We’re currently looking to further develop our product and company by recruiting a new:

## Business Development Manager (Nordics)

### The Profile:

We are looking for a creative, talented and enthusiastic person to drive sales and grow the business in the Nordic countries.

As a business development manager, you should be self-driven, motivated, and able to inspire confidence in others. Since Therefore is sold throughout Europe and other countries, the ability to travel within Europe is required, along with occasional international travel.

In addition, the ideal candidate should bring a number of the following to the table:

- A college degree or equivalent work experience.
- Several years of sales experience with proven results, preferably in the technology/software industry.
- A strong interest in business processes and software-based solutions.
- Previous experience with customer-centric software solutions.
- Previous experience with business process optimization, document management, and/or scanning solutions is a plus.
- A knack for networking and cultivating strong business relationships.
- Ability to clearly communicate with both internal and external team members.
- Fluency in English is required. Fluency in Swedish, Norwegian, Danish, or Finnish is a plus.

### The Job:

Main responsibilities include:

- Drive sales and business development in the Nordic region (Sweden, Norway, Denmark, Finland).
- Support the sales teams in the field to secure and maintain new customer accounts.
- Prepare and deliver presentations, demonstrations, proof of concepts, training, and proposal development related to Therefore software.
- Participate in sales calls, customer workshops, vendor shows and other activities to promote Therefore.
- Work independently and also as part of a team.
- This is a home-based contractor position. Up to 50% travel is required.

### The Rewards:

- A challenging and diversified job in an internationally oriented, rapidly growing company.
- A flexible work environment with the freedom to work from anywhere with an internet connection.
- Technical training and a competitive salary, including performance-based bonuses.
- An international, highly motivated and creative team to support you every step of the way.

If these tasks sound like something you would enjoy, we want to hear from you!

We look forward to receiving your application at [career@therefore.net](mailto:career@therefore.net).

