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Dons Sørensen, Erik

Fra LinkedIn 2015, connections: 210

Sales Director hos SPX Corporation
Central Region, Denmark
Mechanical or Industrial Engineering



Experience

Sales Director - Butter

SPX Flow Technology Danmark A/S

January 2010 – Present (5 years 1 month)Silkeborg

Responsible for the planning, implementation and direction of sales strategies for butter equipment.

Develop and execute product plans and strategies

Responsible for establishing and achieving global sales budgets, provide sales support to market companies and direct sales.

Sales & Marketing Director

BDS Technology A/S

May 2007 – January 2010 (2 years 9 months)Silkeborg

Part owner of BDS Technology A/S with responsibility for developing a cost calculation system, sales system, sales budget, creating the marketing strategy, WEB site, new letters and make articles. Present process solutions and responsible for contract negotiations

Product Group Manager - Butter

Invensys APV

January 2000 – May 2007 (7 years 5 months)Silkeborg

Process design, cost calculations, quotations and sale of butter manufacturing equipment world wide. Responsible for a competitive product portfolio in corporation with technical department. Participated in exhibition, supporting and training of local sales force

Sector Manager - Food, Industrial, OEM

APV Sales Team

January 1995 – January 2000 (5 years 1 month)Aarhus

Manager for the sales force covering the Nordic market for Food, Industrial and OEM. Responsible for market strategy, newsletters, articles, calculations, sales budgets, contract negotiation, supporting and training the sales force

Project Engineer

Pasilac Nord

April 1991 – January 1995 (3 years 10 months)Aarhus

Project engineering, project management, project sales, installation and commissioning of food & dairy equipment

Sales Engineer

Botax Beholderfabrik

April 1990 – April 1991 (1 year 1 month) Aarhus

Responsible for engineering and sales of steel constructions

Sector Manager

Nord Consult

April 1987 – April 1990 (3 years 1 month) Tange

Worked as consulting engineer with focus on gas engine driven power stations.

Responsible for the commercial and administrative part of the sector

Project Engineer

Pasilac

February 1985 – April 1987 (2 years 3 months) Silkeborg

Project engineering and commissioning of dairy installations

Machinist - Fitter

Pasilac

March 1978 – February 1982 (4 years) Silkeborg

Installation of dairy process equipment, mainly in DK & UK

Courses

Independent Coursework

- Marketing Strategy And Analyses
- International Trading
- Purchasing
- Organisation
- Management
- Economy
- Project Management
- Contracts
- Management Seminars

SPX Flow Technology Danmark A/S

- Sales Skills Development

Invensys APV

- Holden Power Base Selling

Patents

Butter making device

Denmark PCT/EP2007/009738

Issued November 9, 2007

The present invention relates to a butter making device comprising a butter containing section a butter product to be processed further

Languages

- Dansk, Native or bilingual proficiency
- Engelsk, Full professional proficiency
- German, Elementary proficiency

Education

Aarhus Maskinmesterskole
Marine Engineer, MEEE
1982 – 1985
Paasch & Silkeborg
Machinist
1973 – 1977

Additional Info

Interests

- Golf,
- Cycling,
- Spinning

Personal Details

Birthday: February 8