



Sales Manager – Drive Growth and Build the Commercial Organization at Tailorzyme

Tailorzyme is seeking an experienced and result-driven Sales Manager to grow our company. We are an owner-led business with eight employees - operating as a team - where decisions are made close to the customer. The right candidate will have influence on both commercial direction and organizational development.

We supply enzyme products to the food industry, supporting customers in converting food processing side streams into valuable and sustainable products. Success in this role requires experience with process-related ingredients and an understanding of food production environments.

This position is aimed at a commercial profile who thrives in a smaller, agile organization where results directly shape the company's future. You will drive sales personally while building the commercial foundation that enables Tailorzyme to develop a broader commercial organization over time.

Key Responsibilities:

- Sell, promote, and position Tailorzyme's enzyme solutions to customers in the food industry.
- Expand the customer base and strengthen business with current accounts.
- Identify new opportunities together with the technical team and validate commercial potential.
- Manage all aspects of lead generation through data research, networking, and direct outreach.
- Build long-term customer relationships by understanding and solving operational challenges.
- Prepare, negotiate, and follow up on commercial proposals.
- Coordinate and optimize sales activities across the organization.
- Translate market trends into new marketing tools and commercial initiatives.

Your Profile:

- Proven success in B2B sales within functional ingredients or industrial biotechnology.
- Understanding of food production processes and industrial manufacturing environments.
- Confident communicator who builds trust-based customer relationships.
- Highly results-oriented with a strong drive to close deals and create growth.
- Independent, self-driven, and comfortable taking responsibility in a small team.
- Collaborative mindset and appreciation for close teamwork.
- Structured, quality-conscious, and attentive to detail.
- Fluent in Danish and English, written and spoken.
- Proficient with relevant IT tools.
- Working out of our office in Herlev, Copenhagen.
- Willing to travel 30–40 days per year.

Join Us in Shaping Tailorzyme's Next Growth Phase

This is a unique opportunity for an experienced sales professional who wants to make a direct impact, drive commercial growth, and build the foundation for a future sales organization.

For further information:

Contact Lars Peter Andersen (CEO) at +45 29164824 or by email at LPA@tailorzyme.com

Send your application to: LPA@tailorzyme.com

We look forward to receiving your application and CV. Applications are reviewed on an ongoing basis.