

Commercial Excellence Graduate Programme

Do you want to take part in developing inspiring recommendations and new commercial processes and tools in a leading, global company? Kickstart a career that truly matters in Demant by applying for our Graduate Programme!



The Programme

We have developed a two-year programme where you throughout three job rotations of eight months each, will be exposed to challenging projects and tasks. These will provide you with a broad understanding of our business and develop your personal and professional skills. The main mission of the Graduate Programme is for you to maximize commercial impact at local level and participate in projects which enhance our commercial practices globally.

Demant – who we are

We are a leading, international C25 company within hearing healthcare and the parent company behind world leading brands such as Oticon, Bernafon, EPOS and Audika.

Demant operates in a global market with companies in more than 30 countries, and our products are sold in more than 130 countries. We have more than 15,000 employees worldwide and generate annual revenues of more than DKK 15 billion.

Our offer

During the two-year programme, you will be working closely with a Host Manager to plan your rotations and tasks to ensure that they are shaped in conjunction with your competences and interests as well as the needs of the business. Your overall focus will be to support the team working with high-profile projects that maximize our commercial impact across markets and business areas. Some of your tasks may include conducting commercial assessments, identifying gaps and opportunities relative to best-practices, developing new commercial tools, and anchoring new processes with our commercial teams, globally and locally. Regardless of the tasks, one thing is certain: You will face a steep learning curve with a high degree of responsibility from day one.

Demant is a global company, so the Commercial Excellence Programme is designed with an international perspective in mind. As you progress through the Programme, you will take on assignments and projects that involve stays abroad.

Commercial Excellence

The Commercial Excellence function at Demant is part of a bigger International Sales Division, dedicated to maximizing Demant's commercial impact across markets and business areas and creating world class level within the area.

Acting as an in-house consultancy, its main task is to support local sales companies through the analysis of sales data, innovation of new training modules, and organization and delivery of training sessions.

Projects are conducted on a global level, giving you the chance to interact with many markets, numerous colleagues and different cultures.

Read more and apply at demant.com/job-and-career/graduate-programme



Nino Garcia

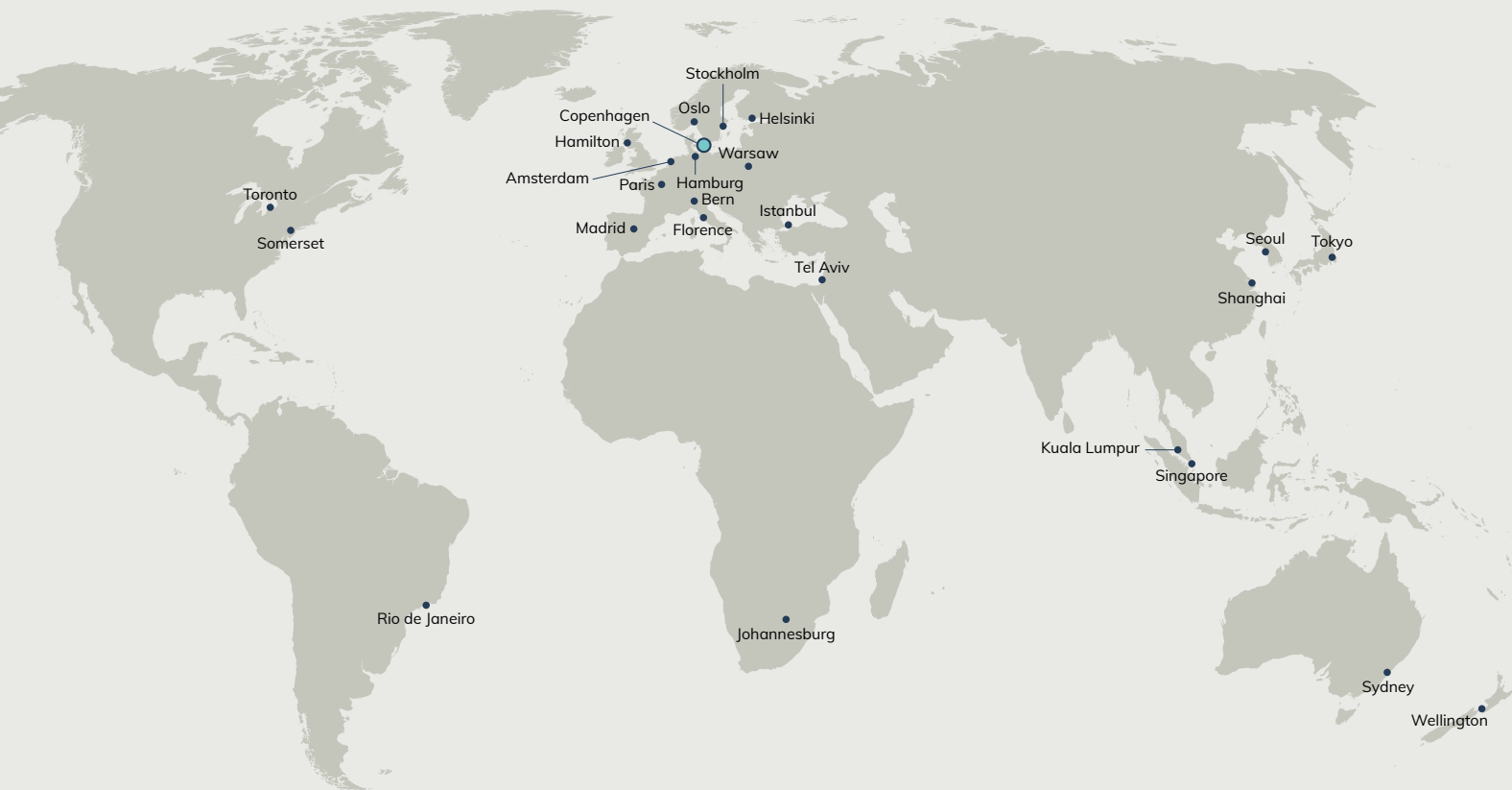
Nino Garcia, MSc in Business Administration from HEC Paris and MSc in Economic and Social Sciences from Bocconi University. Former Business Graduate, current Senior Analyst in Commercial Excellence.



Within Commercial Excellence, you will participate in challenging international projects and work closely with our commercial teams around the world. A high level of responsibility, an international environment and a supporting team will help you grow and contribute to the expansion of our sales activities globally.

Global opportunities

The two-year journey in the Commercial Excellence Graduate Programme starts in September 2021. The programme is structured so that you will get a coherent sense of Commercial Excellence in Demant in terms of both function and geography. Your work will be truly global – take a look at the map below to see where your projects in Commercial Excellence could take place.



Copenhagen, Denmark • Stockholm, Sweden • Oslo, Norway • Helsinki, Finland • Hamburg, Germany • Amsterdam, Holland • Bern, Switzerland • Paris, France • Madrid, Spain • Florence, Italy • Warsaw, Poland • Hamilton, United Kingdom • Istanbul, Turkey • Shanghai, China • Tokyo, Japan • Singapore, Singapore • Seoul, South Korea • Kuala Lumpur, Malaysia • Sydney, Australia • Wellington, New Zealand • Johannesburg, South Africa • Tel Aviv, Israel • Somerset, United States • Toronto, Canada • Rio de Janeiro, Brazil

Read more from the graduates themselves on their blog demantgraduates.com