

Sales Manager Industrial Solutions

Help drive the ambitious growth strategy

DAFA A/S, Brabrand

The position of Sales Manager reports to the Sales Director for Industrial Solutions and is part of a team of approximately 10 commercial specialists dedicated to developing the business. Industrial Solutions targets customers in HVAC, medical technology, the electronics industry, manufacturers of white goods and, in particular, the wind industry.

As Sales Manager you will have one or more specific customer segments to work on. You work analytically to systemise and target your efforts and develop the right base of customer decision-makers. Value for the customer is created by providing the right technical input, advising, and developing the right technical solutions.

Specific tasks include

- Identification of new customer opportunities
- Preparation of key account plans
- Preparation of business cases for existing customers and prospects
- Technical and commercial discussions with the relevant decision-makers at the customer. It is important that you bring DAFA's value proposition - including sustainability - into play in the right way so that the customer feels that DAFA is making a positive difference
- Contribution to the development of sales

The work will often involve collaboration with your colleagues in the Sales Department or in collaboration with competent technical specialists.

Technical insight and commercial drive

You have good experience in technical solution sales, making it natural for you to familiarise yourself with material properties, technical drawings, and specifications.

B2B sales to major industrial companies are also part of your background. Having a network among relevant decision-makers in large, internationally based companies will be an advantage.

Sales to subcontractors of OEM manufacturers can also be a way into the job.

It comes naturally to you to take deeper discussions with customers, gain insight into their business, and be able to bring DAFA's solutions into play in the right, value-adding way. You thrive on long-term, systematic outreach to the right stakeholders and on building relationships in a given industry.

Your approach to sales is analytical and structured but also with a sense of execution. This is a sales job where you need to think long-term while acting on opportunities that arise along the way. You're naturally fluent in written and spoken English - Danish will be an advantage. You're adept at using Excel for analysis, and you are prepared to travel 20-30 days a year.

There is some flexibility to work from home, but expect to work 1-2 days a week at the head office in Brabrand.

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Basis for contributing to continued success

DAFA offers a great culture with respect and space. We have a foundation based on years of history, but our international perspective and growth strategy strongly influence our daily pulse. DAFA invests in long-term growth, to which you will also contribute.

You will enjoy being part of an innovative culture where there is a tradition of breaking new ground - also in terms of solutions for customers.

There is ample opportunity to make a difference to your customers through DAFA's technical capabilities, and you will enjoy the potential of the existing platform and ample opportunity to expand it.

Collaboration is key to mutual success, and you will be given the support - including on technical issues - needed to get the job done right.

The recruitment is handled by Hansen Toft. If you have any questions about the position, please contact **Research Consultant Mads Nielsen** by phone **+45 (0) 5129 9442**.

Please note that we only need your CV when applying for the position. Your inquiry will be treated confidentially and will not be passed on without your consent.

Read more and apply [here](#)





About DAFA

DAFA is a family-owned corporation founded in 1939 by Børge Norby.

The early manufacture and assembly of bronze sealing strips has evolved into manufacture of products in foam, rubber and plastic materials for construction, industry and wind energy applications, such as gaskets, sealing tape, and sound and vibration damping solutions.

After establishment and acquisition of subsidiaries abroad, the DAFA Group now has more than 350 employees across three continents and eight countries, with production in Denmark, Italy, Poland and China. DAFA's headquarters are located in Aarhus, Denmark.

DAFA's mission is to provide sustainable, long-lasting solutions which seal, absorb and protect. Our goal is for our customers to experience added value by collaborating with DAFA.

Core story

The invisible lines that make wonders happen.

At DAFA we are experts in specialized products and total solutions that seal, absorb and protect.

With constant innovation, uncompromising product quality and close collaboration with our partners, we contribute to successful projects in industries where attention to detail is the difference between success and failure.

Our experience covers three quarters of a century with a strong commitment to principles of sustainability in business decisions that create long-term value for our stakeholders.

Our global supply chain means we deliver to any location efficiently on competitive conditions.

For more information about DAFA, visit us on [LinkedIn](#) or dafa-group.com

Watch a short movie about DAFA [here](#)



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