

Sales Director – Northern Europe

Brabrand, Denmark.

Do you want to take charge of strengthening and developing the sales organization in a global, innovative company? And are you ready to lead and motivate a dedicated team, drive an ambitious growth agenda, and function as a close partner to the CCO and the wider organization?

Leadership and development of sales in Northern Europe

As Sales Director, Northern Europe, you will have overall responsibility for the management and development of a sales department consisting of 10 employees. You will be responsible for both daily operations and strategic development, ensuring accelerated growth and strengthening DAFA's position in the market across different industries.

In this role, you will

- Lead, motivate, and develop your team to ensure both professional growth and high performance
- Develop and execute strategic sales plans, including budget, forecast, and KPI follow-up
- Drive DAFA's aggressive growth agenda by identifying and realizing new business opportunities across the DAFA Group
- Drive Commercial Excellence by optimizing processes and making margin-based decisions
- Build and maintain strong customer relationships across Northern Europe
- Create stability, clarity, and direction in your department

International sales background from the wind industry

You bring solid experience from an international B2B sales role within the wind industry, combined with proven leadership skills and preferably a background in change management. You can work at both a strategic and operational level while also taking an active role in big key accounts. In addition, you hold a relevant commercial education and have preferably a technical background. You have a strong growth-oriented mindset and digital skills.

You are resilient, persistent, and results-driven. You are a strong relationship builder who creates long-term partnerships and thrives in a flat, collaborative organization with high agility.

Key role to support ambitious growth strategy

At DAFA, you will take on a key role in an international growth company with strong financial results, a solid foundation, and ambitious growth plans. You will join an organization with a strong culture characterized by collaboration, accountability, and passion for creating sustainable solutions that seal, absorb, and protect.

Read more and apply [here](#)



The recruitment is handled by **Hansen Toft**.



Who we are

Making small invisible changes with a big impact...

At DAFA, we seal, we absorb, and we protect.

With a passion for foam and rubber, we are specialized in making small invisible changes with a big impact. We seal cold air from hot air – and absorb sound to create silence. We dampen vibrations, and we protect objects against shocks and damage. And while our products may seem unnoticeable, they are always irreplaceable.

It all started in 1939 in Denmark.

What began as an entrepreneurial family business producing sealing strips of bronze has today expanded into an international operation – manufacturing the unimaginable across three continents. We cut, we print, and we innovate new solutions. From small nose pads for face masks to protecting large wind turbine blades during transportation, we combine cutting-edge production equipment with great engineering skills and know-how to develop solutions geared to the demands of the future.

But it all begins with our people.

Engineers, operators, or quality controllers. At DAFA, everyone is a master of their craft, united into a culture like a family. Our ambitions are global, but our values are practical and local.

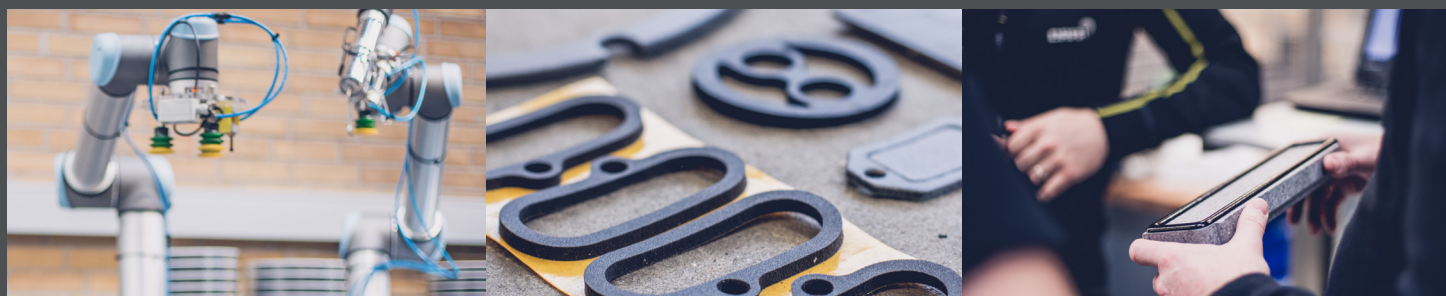
World-class solutions driven by our passion for innovation and sustainability.

Like our products, being visible to the world is not the most important for us. We simply care about being good at what we do and the difference we can make. We go to work every day to earn the trust of each other and our customers – together shaping the future of manufacturing by pushing the industry standards for quality and more sustainability.

We want our 'invisible' products to bring a noticeable impact and make DAFA the best in the world at what we do. Seal, absorb, and protect. One innovative solution at a time.

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

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



dafa-group.com

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