

Area Sales Manager

– for our business area **Building Solutions** | Southern Jutland & Funen

Brabrand, Denmark.

Would you like freedom to create your own results?

At DAFA, we are looking for a relationship-driven salesperson who enjoys being out with customers, spotting opportunities and creating growth. You will be responsible for your own sales territory, backed by strong brands and with the freedom to plan your own working day. We are not looking for one specific industry profile. We are looking for the right person. Perhaps you already work in sales within the construction industry. Or perhaps you come from a completely different B2B environment.

What matters most is your ability to build relationships, follow up and make things happen.

What do we offer?

- A high degree of freedom and personal responsibility
- The opportunity to make your personal mark on your sales territory
- A fast-paced working day with plenty of customer contact
- A strong team that supports one another and celebrates success together
- An attractive salary package, including a company car, pension and health insurance
- Opportunities for both professional and personal development
- A company with high ambitions and short decision-making processes.

What will you be doing?

You will not be sitting behind a desk. Quite the opposite. Your workplace will be out with our customers.

You will:

- develop relationships with existing customers
- open doors to new customers
- drive sales in your territory
- turn opportunities into tangible results
- work closely with both customers and colleagues

In short:

You will become an important part of our growth journey.

Who do we think you are?

- You thrive when working with people
- You are energized by creating results
- You take responsibility and see things through
- You are naturally curious and always eager to improve
- You probably have experience with B2B sales and relationship-building.

We will teach you the rest.

Area Sales Manager

Why you will enjoy working at DAFA

- We believe in freedom with responsibility
- We believe in trust rather than control
- We believe the best results are created by people who are given the space to succeed
- At DAFA, you will join a company with high ambitions, strong values and colleagues who genuinely want the best for one another.

Room for every talent

At DAFA, we want a diverse workplace with room for different perspectives, experiences and personalities. We therefore encourage all qualified candidates to apply, regardless of gender, age, background or education. We do not hire the right man or the right woman. We hire the right talent.

Ready for your next step?

We conduct interviews on an ongoing basis and will hire when we find the right match.

Curious about the role and everyday life at DAFA?

Contact Erik Bach if you would like to learn more about the position, the team and your opportunities with us.

Erik Bach, Sales Manager

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Read more and apply through Jobindex [here](#)





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](#)



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