

Internal Sales Specialist

- for our business area **Industrial Solutions**

Brabrand, Denmark.

Would you like to be the link between customers, sales, and production in an international growth company?

DAFA is looking for an engaged and structured Internal Sales Specialist who thrives on customer contact, coordination, and order processing. You will become an important part of our Nordic sales team, ensuring that customers experience high quality, fast service, and professional support throughout the sales process.

Your role

As an Internal Sales Specialist, you will be a key business partner for both customers and our external sales organization. You will be responsible for order processing, preparing quotes, customer follow-up, and coordination across departments.

Your responsibilities will include:

- Order processing and customer service
- Preparing quotes and price calculations
- Following up on inquiries and leads
- Maintaining customer and sales data
- Supporting Key Account Managers and external sales representatives
- Coordinating among customers, sales, production, planning, and other internal functions
- Contributing to the optimization of processes and workflows

Who are you?

We expect that you:

- Have experience in internal sales, customer service, or order processing
- Have experience in a manufacturing company, where you have worked closely with production, planning, or supply chain
- Are accustomed to managing multiple tasks at the same time while maintaining a clear overview
- Enjoy customer contact and are motivated to provide a high level of service
- Work in a structured and independent manner and take responsibility
- Communicate professionally in Danish and English, both in writing and verbally

It is an advantage if you:

- Have experience with Microsoft Dynamics AX or a similar ERP system
- Have worked with quotations, pricing, or contract management
- Have experience with B2B sales or technical products
- Are familiar with Power BI or other business intelligence tools

What we offer

At DAFA, you will become part of an international company with strong values and high ambitions. We work closely across countries and functions and place a strong emphasis on both professional development and a positive work environment.

Internal Sales Specialist

You will receive

- A key role in a professional sales organization
- The opportunity to work closely with customers and colleagues throughout the Nordic region
- Strong opportunities for both professional and personal development
- An informal culture with short decision-making paths
- A growing company focused on innovation and customer value

Would you like to join our team?

We review applications on an ongoing basis and therefore encourage you to submit your application as soon as possible.

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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