

Key Account Manager

DAFA, Sweden

We are now looking for a technically interested and driven Key Account Manager for our business unit "DAFA Industrial Solutions" to take responsibility for our customer accounts and projects in Sweden. DAFA Industrial Solutions focuses on developing unique foam and rubber solutions to seal, absorb and protect, in close collaboration with our long-standing customers in the industrial sector.

This is the role

As our Key Account Manager, you will actively be responsible for our existing accounts and to expand strategically with new customer accounts, mainly in Sweden. Our customers range from world-leading companies to smaller companies and manufacturers in different types of industries. The main industries of focus would be HVAC and Electronics. As DAFA is looking to significantly increase its operations in Sweden, exploration and acquisition of new customer projects is an important activity and task of this role. You will be working closely together with the Innovation and Purchase team at DAFA to ensure a high success rate in securing new projects.

It is important that you are used to and enjoy meeting customers face to face and can sell complete technical solutions, or the unique solution that suits each individual customer best. Since our sales cycles tend to be quite long, you must have good ability to run several parallel ongoing sales projects simultaneously. You run your projects from A to order. You plan your time from day, monthly, to yearly, working according to a detailed marketing and activity plan.

You conduct monthly meetings with the sales manager for the Nordics to check on progress, results, pipeline and priorities. You are measured by how you nurture and develop your growing business. You will work from your home office with exploration, administration and planning. You spend most of your time traveling and meeting with clients for about two to three days a week. You also have the opportunity on a regular basis to visit our company's office and factory in Aarhus, Denmark.

You are simply the Key Account Manager who is an expert in creating long-term and profitable relationships with our manufacturing industrial customers in Sweden - concentrating on HVAC and Electronics.

This is what we offer

For the right person, we offer a varied and exciting position as a Key Account Manager filled with daily challenges, job satisfaction and the opportunity for personal development within a market-leading international company. You will have the possibility to work with specialists in all fields to develop innovative solutions and to extend your national and international network.

We offer you a fixed monthly salary + annual bonus + company car as well as a free role where you will be able to control and plan your time. You will be employed by our Swedish company - DAFA Sverige AB and are covered by a Swedish collective agreement.

Key Account Manager

Experience required

Previous documented experience with good results as a KAM/salesperson within B2B is advantageous, preferably combined with practical sales experience towards the manufacturing industry. Meritorious is if you have higher education corresponding to Bachelor or Master level qualification in preferably production engineering, chemical engineering or related disciplines.

As a person, you are technically interested and knowledgeable in different types of material applications. You have good overall computer skills (business/CRM systems (we use AX + Power BI) and Office programs). You are fluent in Swedish and English in speech and writing.

You probably live in the area around Jönköping or one of the larger Swedish cities; Malmö, Gothenburg or Stockholm. You also have a driver's license. Of course, you have a private life situation that allows you to travel for work.

Your personal qualities

To succeed as a Key Account Manager with us at DAFA, it is important that you are a driven and proactive person who is stimulated by visiting new customers but also by taking care of our existing ones. You are an expert in identifying new projects at customer sites.

You enjoy negotiating and have the ability to help the customer get the technically and financially best product/solution. It is important that you are a team player who sees the benefits for the entire company, while at the same time being able to work completely independently towards your set sales goals.

Today, you probably have a large developed network with relevant business contacts among Swedish manufacturing industrial companies in Electronics and HVAC, which will of course contribute to your success in the role of Key Account Manager within our business.

We will attach great importance to your personal qualities and profile to this position.

Application

In this recruitment, we collaborate with **Ny Kollega** and you are welcome to contact recruitment specialist **Johan Spjuth** on **0733670660** if you have any questions.

The **last day to apply is 2 May**, but please apply **in English** as soon as possible as selection and interviews are taking place on an ongoing basis. Note that we will not accept applications written in Swedish. Background check will be conducted on our final candidate.

Apply [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.

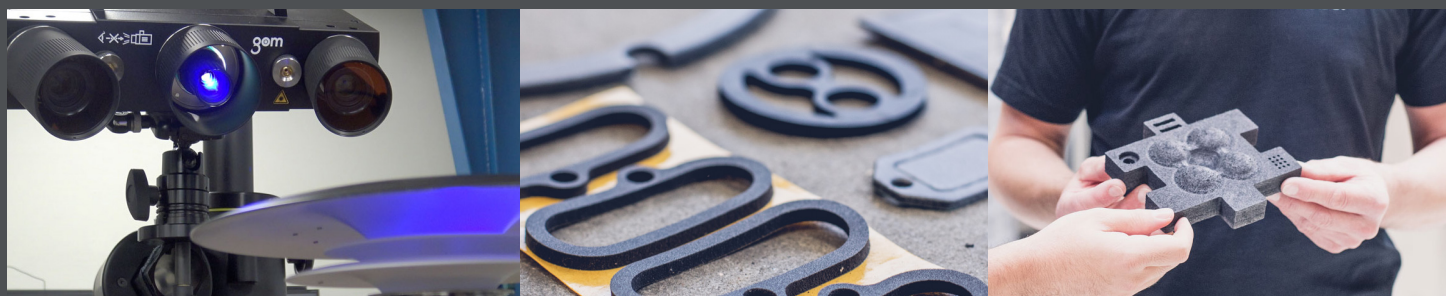
World-class solutions driven by our passion for innovation and sustainability.

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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