

# Senior Key Account Manager

- Wind Industry

**Are you ready to grow sales to major key accounts in the wind industry? Do you have proven technical B2B sales experience and in-depth knowledge of the wind sector? Are you passionate about building and nurturing long-term customer relationships? Then this Senior Key Account Manager position at DAFA could be your next career move.**

The position is part of a global team targeting the wind industry. You will be responsible for managing and expanding business with one of the leading European wind OEMs. This role offers significant potential for growth and impact in a fast-moving and sustainable industry.

## Your key responsibilities

- Drive sales growth to key OEMs in the wind industry
- Develop and implement strategic account plans to secure new business
- Build and maintain strong, long-term relationships with engineers, buyers, and key decision-makers
- Identify customer needs and deliver tailored solutions in close collaboration with OEMs' R&D departments
- Stay informed about industry trends and competitor activities through market insights
- Negotiate contracts and manage the full sales cycle
- Contribute to international sales campaigns and marketing initiatives

## Your profile

You may hold an engineering degree or relevant commercial education. Most importantly, you bring proven B2B sales experience from a technical or manufacturing environment and possess a strong network within the wind industry and with its key players.

As a person, you are commercially minded with excellent communication and negotiation skills. You are self-motivated, goal-oriented, and resilient, capable of navigating complex negotiations. Your proactive nature and strategic, analytical mindset enable you to independently identify and realize business opportunities.

Fluency in English is required, while proficiency in other European languages is an advantage but not mandatory.

## We offer

In this role, you will hold a central position in a fast-growing, sustainability-focused global company where you can make a significant impact. The position offers international exposure through close collaboration with global teams and excellent opportunities for professional growth.

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.

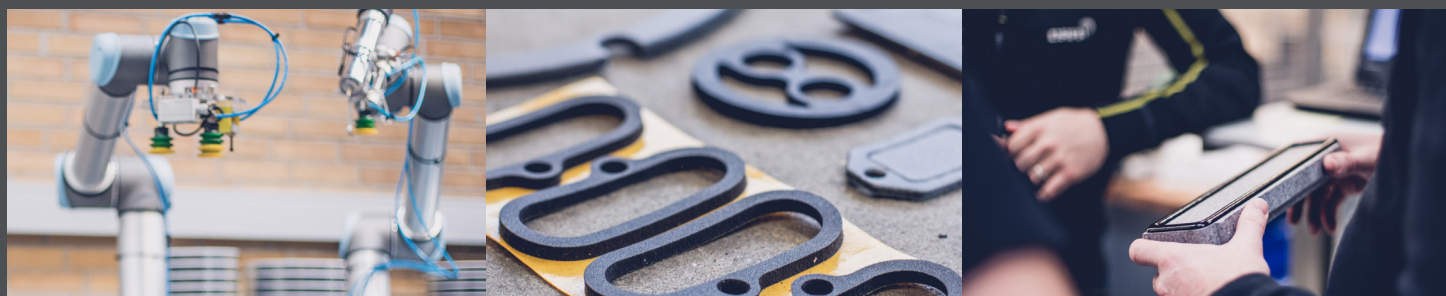
### **World-class solutions driven by our passion for innovation and sustainability.**

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](https://dafa-group.com)

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



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