



WE ARE HIRING: PROACTIVE SALES PROFILE

Driven Sales Profiles Wanted for Fast-Growing International Company

Are you confident and comfortable engaging in dialogue with professional decision-makers?
Are you motivated by creating business through relationships, trust, and persistence?
And do you thrive in a role that combines proactive sales, partner collaboration, and independent execution? Then read on.

We are a fast-growing international company looking to strengthen our commercial organisation. We are not hiring just one, but several ambitious and results-driven sales professionals who can develop new customer relationships while building, managing, and maintaining cooperation with customers, agents, and system integrators - from strategic planning to concrete actions and execution.

Your role

- Proactive sales and lead generation
- Dialogue with decision-makers ranging from C-level executives to technical specialists
- Lead qualification and needs analysis
- Independent planning, prioritisation, and follow-up on qualified sales activities
- Close collaboration with internal technology experts
- Building, developing, and maintaining relationships with customers, agents, and system integrators
- Planning and executing business development initiatives and geographic expansion activities

What we expect from you

- You independently plan your time effectively and work in a structured and disciplined manner
- You do not accept a “no” as a final answer, but see it as the beginning of a dialogue
- You are confident in asking customers for the order
- You have the persistence and discipline to pursue long-term sales processes
- You demonstrate a strong winning mindset and are motivated by focus, progress, responsibility, and results

Who you are

- You have a strong commercial mindset and a clearly proactive sales drive
- You are comfortable with outbound sales and phone-based dialogue
- You work in a structured, goal-oriented manner
- You can communicate business value to management, technical specialists, and partners
- You thrive in a partner- and relationship-driven, value-based sales environment

Education & Experience

- Formal education is not decisive - your personality and drive matter most
- Proven experience with B2B sales is required, preferably within food-producing industries
- Experience with partner management or channel sales is a strong advantage
- A technical background is not required, but a willingness to learn is essential
- You are fluent in Danish and English at negotiation level; German is an advantage

What we offer

- A key role in a fast-growing international company
- Responsibility for your own sales pipeline
- Freedom under responsibility
- An ambitious and professional working environment with short decision-making paths
- Competitive terms and conditions

Interested?

Send your application and CV to hr@daniatech.com. Applications are reviewed on an ongoing basis.

For questions, please contact Jesper Ole Hjort at +45 31 15 29 16

For more information, visit: www.daniatech.com

