

Sales Representative

We are looking for a driven Sales Representative to lead our sales activities in Denmark and targeted European markets. You'll have the opportunity to shape our market presence, support existing customers, and build new business relationships.

Who Are We?

At Domino A/S, our vision is to lead in providing innovative, sustainable solutions for pig and cattle production, adding value for our customers and supporting animal welfare and a greener future. With cutting-edge machinery and a skilled, innovative team, Domino A/S is well-equipped to meet the demands of the future.

With a strong presence across Denmark, Scandinavia, Germany, Austria, and Switzerland, we are on an ambitious expansion journey to open markets in new European regions, including Hungary, Romania, Croatia and Greece. Our goal is to establish a trader network across Europe, positioning Domino A/S as a leader in market expansion and trade development.

In This Role, You Will:

- *Create and Execute Strategic Sales Plans:* Design and implement effective sales strategies that make a difference across Denmark, Scandinavia, and other core regions.
- *Expand Key Accounts and Build Relationships:* Support and grow our customer network, ensuring strong account management and long-lasting partnerships.
- *Deliver Results through Business Development:* Generate and negotiate contracts in close collaboration with management, aligning efforts to achieve company goals.
- *Analyze and Respond to Market Trends:* Stay ahead by monitoring sales performance, conducting market analysis, and providing valuable insights to guide strategic direction.
- *Hold Strong Stakeholder Management:* Maintain positive relationships with both internal teams and external clients, making stakeholder management a central part of your approach.

Your Profile:

- A technical or agricultural degree (or equivalent experience).
- 5+ years of relevant international experience in a similar role.
- You hold a strong industry knowledge, thus, an existing network in this market would be expected.
- Your communication and negotiation skills stand out, allowing you to excel in sales-driven environments.
- You thrive in fast-paced settings, demonstrating adaptability and a strong personal determination to achieve results
- Fluency in Danish and English is essential; knowledge of German is a plus.

What We Offer:

At Domino A/S, we believe that a positive work environment is the foundation of success, both for our employees and the company. Our open and supportive corporate culture creates an atmosphere where teamwork and mutual respect are prioritized. Here, everyone has a voice, and collaboration across all levels is encouraged, making for a dynamic and inclusive workplace.

In addition to fostering a welcoming environment, we provide roles that support both personal and professional growth. At Domino A/S, you're not just taking on a job; you're becoming part of a supportive community committed to learning, growth, and excellence.

Apply today

Application Deadline:
As soon as possible

[samtaler_afholdes]:
løbende

Industry:
Bygge og anlæg,
Handel og service,
Informationsteknologi,
Ingeniør og teknik, Salg
og kommunikation

Contact person:
Flemming Klovborg
Senior HR Konsulent
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Work place:
Domino A/S
Ølholm Bygade 51
7160 Ølholm

For questions regarding the recruitment process, contact Flemming Klovborg at +45 43 14 42 02.

Please apply at your earliest convenience. We do not have an application deadline and accept applications as long as the job is posted. The job ad will be closed once we have found the right candidate.