

EXPORT SALES REPRESENTATIVE

You've probably seen us before. Our products are found in most public restrooms – in cafes, restaurants, stadiums, shopping centers, airports etc.

Join our team

DAN DRYER A/S is synonymous with high-quality products, and we are market leaders in our product category.

The classic white hand dryer with the iconic Viking is one of our biggest successes – it's produced at our facility in Randers and distributed worldwide.

We're looking for an export sales representative to meet the growing demand – could it be you?

Job description:

Our customers include dealers and key accounts from various industries. As our new export sales representative, you will be involved in the entire sales process and serve as our daily contact for customers in the export market. In this role, your primary responsibilities will include:

- Identifying new markets, including proactive sales efforts and acquiring new customers.
- Maintaining and developing existing customer relationships.
- Expanding the sales potential for each customer.

Professional and personal qualifications:

You have a natural understanding of sales and business and can navigate effortlessly in an international environment. Additionally, we expect you to:

- Be proficient in English and preferably German in both written and spoken communication.
- Be a strong and credible communicator.
- Possess the ability to close deals effectively.
- Be proactive, follow up diligently, and be persistent in your sales efforts.
- Have a high level of drive, be innovative, and growth-oriented.
- Be patient and skilled at juggling multiple tasks simultaneously.
- Be self-motivated and capable of planning your workday and sales efforts.

The position involves travel for direct sales and participation in trade shows.

Great Colleagues and a Positive Work Environment:

We offer teamwork with great colleagues, plenty of tea/coffee and fruit, health insurance, courses, massages, and an informal atmosphere.

We will be moving to a new and larger HQ in early 2024 in the south of Randers – close to highway E45, where you will work daily.

This is a new position, and the customer portfolio will be adjusted based on your qualifications and experience. We look forward to welcoming a new colleague on February 1st, 2024, or as soon as possible thereafter. Interviews will be held on an ongoing basis.

Are you interested?

Please send your application with a CV and other relevant documents to sfe@dandryer.dk. The position is to be filled as soon as possible, and applications received will be assessed continuously.

If you have any questions about the job, please feel free to contact Managing Director Susanne Friis Eden at phone number 8710 6712 or sfe@dandryer.dk.



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