

# Denmark Jobs Expertini®

## Area Sales Manager - Denmark (gn)

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Company: DKV Mobility

Location: Denmark

Category: other-general

What you can expect

**Centralfunction** - You are responsible for maintaining and supporting our customers in order to build a strategic, trustful and long-term partnership. Furthermore, the acquisition of new customers, the analysis of their potential as well as the sale of all products and services and the expansion of our portfolio are essential parts of your tasks.

**ConnectingLink** The further development of the product portfolio in cooperation with the specialist departments, your Area Sales Managers colleagues as well as their reporting/forecast of all figures from the responsible sales area are part of your daily work. In addition, you will participate in and follow up on tenders.

**Varied tasks** - You will take part in customer events and sales projects and support with your participation and expertise. Preparation of commercial offers, presentation & negotiation is also an important part.

What makes you stand out

**Experience** You have several years of professional experience in sales in a similar position, ideally in the transport, logistics or energy sectors, as well as in project work.

**Knowledge/Softskills** - You have specialist knowledge in the areas of fuel and toll. You have a natural understanding of numbers and bring with you a high degree of initiative, commitment and willingness to travel.

**Teamwork** - Look forward to becoming part of a growing and motivated Scandinavian team.

**Language** – Fluent in Danish and English. Proficiency in other Nordic languages is

considered a plus.

We are looking forward to your application and to applicants who enrich our diverse culture! Regardless of age, gender, origin and sexual identity and orientation. Severely disabled applicants will be given preference if equally qualified. This position can be full-time or part-time (min. 30h/week). DKV Mobility is looking for the best talents and knows that these are not always available on a full-time basis. Many of our employees work part-time or in flexible working models. Please talk to us about the flexibility you need during the application process.

### **Why DKV Mobility? Here are five good reasons...**

At DKV Mobility, we are team players - because we are only successful together!

#### **#teamofteams**

You should feel welcome with us from the very beginning!

#### **We've been growing for about 90 years**

How we do it? We keep adapting our products and business model to meet changing customer needs. That's how we stay mobile and master every challenge the future holds.

There are also many other good reasons to work at DKV Mobility. For example, we offer you comprehensive company health management, parent-child offices (from 2023) and support you in leasing your eBike through our partner Jobrad!

#### **We attach great importance to work-life balance.**

We stand for the compatibility of family and career! That's why we offer flexible working hours and family-friendly working time models. In addition, we rely on a balanced mix of on-site meetings and home office.

#### **We support you in your development**

We offer you optimal conditions to familiarize yourself so that you can quickly find your way around and become a part of the team! To further your personal development, we offer you access to a modern learning environment - independent of time and location. This way you can also face the challenges of tomorrow!

#### **We live „Lead in Green“**

You want to drive the energy transition? Then you've come to the right place! We want to be the leading provider of sustainable products and services in our industry. Through our 2021 Green Pledge, we have committed to 1.) becoming a climate-positive company by 2023 and 2.) helping our customers reduce the carbon intensity of their fleet by 30% by 2030 compared to 2019.

## We are a certified employer

Our employees trust us. As an employer, we regularly receive awards from independent institutes, e.g. as Top Employer Germany and as Great Place to Work!

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