

Sales Manager

M Seals A/S is an international trading and manufacturing company specializing in the sale of sealing systems made from rubber and PTFE, offering both standard products and customized solutions designed in close collaboration with their customers. The majority of M Seals A/S products are manufactured by their global partners, with a smaller portion produced at their own facilities in Helsingør. M Seals A/S is continuously expanding and currently operates out of a 7,000 m² state-of-the-art office, laboratory, production, and warehouse facility in Helsingør. M Seals A/S has subsidiaries in Sweden, UK, China, and Poland, and is part of the international Diploma Plc group (FTSE 100), which includes sealing companies worldwide. This global affiliation has opened new opportunities for M Seals A/S, enabling productive collaborations with British and American companies within the group. M Seals A/S employs more than 120 dedicated professionals, is ISO 14001 certified for environmental management and operates under a certified ISO 9001 quality management system. For more information visit www.m-seals.dk

M Seals is continuing its significant growth and is now seeking a Sales Manager to lead the sales department at the Danish headquarters in Helsingør. This role encompasses overseeing both the internal and external sales teams, as well as managing the sales team based in Poland, which is responsible for operations in Central Europe. You will lead a highly experienced team of 12 sales staff. Furthermore, you will play a key role in the senior management team, working closely with a dedicated and professional team. As a key member of a professional and collaborative environment, you will work in an informal yet focused atmosphere. Reporting directly to the CEO, you will collaborate closely together on developing and executing the company's sales strategies, while also engaging with a wide range of stakeholders. In this position, you will also work closely with individuals across all levels of the organization.

The ideal candidate will combine technical acumen with strategic sales leadership to drive growth, innovation and customer satisfaction across multiple markets.

Key Responsibilities

- Lead and manage an experienced sales team
- Oversee and nurture relationships with key accounts
- Participate in joint customer visits with the external sales team
- Develop and implement comprehensive KPIs and sales strategies
- Oversee budgeting and financial planning for the sales department
- Prepare detailed quarterly and annual sales reports
- Frequently travel within Denmark and across Europe

Qualifications

- Minimum 7 years experience in a technical sales role with at least 3 years in a leadership capacity
- Solid technical background with a strong understanding of mechanical drawings and specifications
- BSc or higher in mechanical engineering, machine technology or a related technical field
- A background as mechanical technician or machine operator will also be considered
- Product knowledge of seals and gaskets is an advantage, though not a requirement
- Strong ability to establish and maintain customer relationships
- Participation in various customer events and trade fairs
- Proficiency in English, both written and spoken

Personal Attributes

- Hands on approach
- Dynamic and energetic
- Target and results-driven
- Visionary, innovative, and forward-thinking
- Strategic leadership and team management skills
- Emotionally composed, even in high-pressure situations
- Organized with a strong ability to maintain a clear overview
- Excellent communication, negotiation, and interpersonal skills



What M Seals Offers

- A dynamic and responsible role with direct interaction with customers and colleagues across the organization
- A rewarding position in a dynamic international trading and manufacturing company, characterized by a strong team-oriented culture with an informal and humorous work environment
- A competitive salary based on qualifications, along with an attractive pension and healthcare plan
- A workplace at the company's modern state-of-the-art office and impressive headquarters in North Zealand, equipped with the latest technologies

How to apply

Impera & Co. Denmark is managing this recruitment on behalf of M Seals A/S.

If this opportunity aligns with your ambitions, please submit your application and CV by email to Søren Dahl soren.dahl@imperahh.com with "Sales Manager" as the subject line. For any questions regarding the position, please feel free to contact Søren Dahl at +45 27 50 50 97.