

Key Account Manager

Do you have a commercial mindset, a passion for sales and advisory, and the ability to open doors to new customers? Then you might be our new Key Account Manager.

We are growing rapidly and have nearly tripled our business since 2024, and the growth continues.

That is why we are looking for another colleague to strengthen our team of skilled Key Account Managers. Together with the rest of the team, you will support and develop our existing customers and, just as importantly, bring new customers into the business.

At Danoffice IT Green A/S, you will play an important role in developing our business and building new customer relationships. You will work with larger companies and strategic partners, helping our customers optimise the lifecycle of their IT equipment.

Your key responsibilities

As Key Account Manager, you will be responsible for the entire sales process, from initial contact to closing the deal. Your key responsibilities will include:

- Creating value and ensuring a high level of satisfaction among existing customers
- Building new relationships with larger companies and strategic partners, identifying their needs and translating them into relevant, value-creating solutions within Circular IT and ITAD
- Driving the sales process from initial contact and qualification through to negotiation and closing
- Building strong relationships with C-level decision-makers within IT, Procurement and Sustainability

Who are you?

We imagine that you have experience in B2B sales and account management, preferably within IT or related technology areas.

In addition, we are looking for someone who:

- Has a proven track record in new business sales and selling to larger organisations
- Takes a consultative and value-based approach to customers
- Is comfortable engaging with senior stakeholders and C-level decision-makers
- Works independently and in a structured manner and takes ownership of results

As a person, you are relationship-oriented, curious and proactive. You have drive, follow opportunities through to completion and thrive with a high degree of freedom and responsibility.

What do we offer?

At Danoffice IT Green A/S, you will take on a key commercial role in a company with ambitious goals and a global reach.

We offer:

- A role with real influence and the opportunity to create visible results
- A high degree of freedom and responsibility for your own customer portfolio
- An attractive compensation package comprising a fixed salary and commission scheme
- The opportunity to work at the intersection of IT, business and the circular economy
- Skilled and committed colleagues and specialists who will help you create the right solutions for your customers
- A place on a team with a strong winning culture, where we have fun but take our ambitions seriously
- A culture where we challenge each other because we want to be the best in our field, while also looking out for one another

How to apply

Are you the person we are looking for? Click **Apply**, complete the application form and

upload a motivated application including examples of some of your sales achievements, together with your updated CV.

We invite candidates for interviews on an ongoing basis, so we encourage you to apply today.

We are looking for our new colleague to join us on **1 January 2027**.

Please note

We encourage all qualified candidates to apply, even if you do not meet every requirement. We believe that curiosity, collaboration and the right attitude and mindset are key to succeeding in the role.

At Danoffice IT, we actively promote diversity, equity and inclusion, and we encourage everyone to apply regardless of background.

About Danoffice IT Green A/S

Danoffice IT Green A/S specialises in IT Asset Disposition (ITAD) and is a subsidiary of Danoffice IT, a global IT infrastructure powerhouse headquartered in Denmark, with locations in Ballerup, Svendborg and Hinnerup as well as several hubs worldwide.

Danoffice IT has more than 300 colleagues and delivers IT solutions centred around two main areas: **Data Center and End User**. Across these areas, we provide hardware solutions as well as consulting and professional services.