

Sales Excellence Specialist

Can you see yourself driving cross-market sales initiatives, ensuring synergies, and raising the bar for sales execution? Do you have a strong commercial mindset? And are you a proactive go-doer? Then we have an exciting opportunity for you.

In this position, you will play a key role in ensuring sales initiatives are executed seamlessly and best practices are shared across markets. By building frameworks and standardizing sales excellence across all markets and channels, you will contribute to stronger execution and help us become more efficient and effective.

You'll know you're successful when you:

- Define and build frameworks for clear, scalable, and repeatable sales processes
- Align sales efforts with overall business objectives
- Track performance and optimize sales strategies
- Collaborate with stakeholders across the organization

Let's talk about you

To thrive in this role, certain qualities and ways of working will help set you up for success. You are ambitious and goal-oriented, driven by motivation and a determination to succeed. You have a strong overview, think in structured frameworks when processing inputs, and are skilled at involving stakeholders to get them aligned with your work. You work in a focused and structured way, consistently meet deadlines, and perform well under pressure. At the same time, you're a team player — curious about how your colleagues work, interested in the challenges they face, and eager to support them within your scope.

How you work:

- You drive initiatives from plan to delivery, ensuring timelines and goals are met
- By assessing data, you identify improvement areas and propose actionable solutions
- You create structured, scalable, and repeatable processes
- You build buy-in, share best practices clearly, and ensure stakeholders are aligned
- You are fluent in English, both written and spoken

Is this you?

We are looking for someone who:

- Combines drive with curiosity and structure
- Is a proactive go-doer who takes ownership from idea to execution
- Builds strong cross-functional relationships and ensures smooth alignment across teams and markets
- Is structured and detail-oriented, able to standardize processes and bring clarity to complex sales initiatives
- Is motivated by learning and development, with a genuine interest in building a career in sales excellence and commercial roles

About Whiteaway Group

Whiteaway Group started with a simple idea, a commitment to our customers, and a passion for digital innovation. Today, we're a successful retailer, selling and delivering household appliances across Scandinavia. We're change-makers at heart – it's the very core of everything we do. We're committed to creating an inclusive environment for all employees, and we like to think we've built an amazing workplace, including:

- A dynamic and international environment with room for you to be yourself
- Plenty of opportunities for professional development and impact
- A flat, informal organization with independence and short decision-making processes
- Attractive employee benefits such as flexible work hours, healthcare, lunch scheme, Friday breakfast, gym, and great social events

Interested? Here's how to apply

We'll be screening and interviewing candidates on an ongoing basis, so please don't hesitate to apply. There's no need for a traditional application — simply answer the three questions in the application process and upload your CV. That's it!

Need more information? Feel free to contact Linette Andersen at lan@whiteawaygroup.com.

Please note that applications are only accepted via the **Apply** button.

