Sales Project Lead

Can you see yourself lead cross-market sales initiatives, ensure synergies and sales execution excellence? Do you have a commercial mindset? And are you a strong go-doer? Then we have an exiting opportunity to offer you.

In this position, you will play a key role in securing that sales initiatives are executed in-sync and best practices flow. By building frameworks and standardizing sales excellence across all markets and channels, you will contribute to an uplift in execution, empowering us to becoming more efficient and effective.

You are a success, when you:

- Define and build frameworks for clear, scalable, and repeatable sales processes

- Align sales efforts with business objectives

- Track performance and optimize sales strategies

- Collaborate and is in sync with stakeholders across the organisation

Let's talk about you

To thrive in this role, certain personal qualities and ways of working will help set you up for success. You are ambitious and goal-oriented, driven by strong motivation and a determination to succeed. You have a sharp overview, think in structured frameworks when receiving inputs, and you are good at involving stakeholders to get them in sync with the work you do. You work in a structured and focused way, consistently meet deadlines, and perform well under pressure. At the same time, you are a team player who is curious about how your colleagues work and interested in the challenges they face and how you may support them within your defined work area.

The skills we are looking for:

- Understand and apply market dynamics to sales frameworks

- Strong interpersonal and communication skills

- 1-2 years of experience with project management from a sales-driven environment (retail, FMCG, electronics). PMP certification is a plus

- You're fluent in English, both written and spoken

Profile type:

- Ambitious, driven, and self-motivated

- Strong execution and follow-through

- Organized with the ability to simplify complexity and deadline-focused

- Curious, collaborative, and supportive of team success

About Whiteaway Group and your team

Whiteaway Group started with a simple idea, a commitment to our customers, and with 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.

As our new Sales Project Lead, you will join a Sales Excellence team, that is part of a larger Sales team situated across Scandinavia and responsible for both B2C and B2B markets. You will join us at our headquarters in Aarhus and partake in our team's ambition to support the sales teams on their position in the market and how to reach their customers the best. We thrive by supporting the business to perform a bit better everyday.

We're committed to creating an inclusive environment for all employees. We welcome applicants from all backgrounds, beliefs, and identities. If you require specific accommodations during the hiring process or within our workplace, please let us know so we can ensure your application process is as accessible as possible.

We like to think we have quite an amazing workplace, including:

- A dynamic and international environment with room for you to be you,

- Lots of opportunities for your own professional development and for you to make an impact,

- A flat, informal organisation with a high degree of independence and short decision-making processes,

- Attractive settings for the job, to mention some: flexible work hours, health care, 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 to submit 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 atlan@whiteawaygroup.com. Please

note that applications are only accepted via the "Apply" button.