



# VIACON

**Constructing connections.  
Consciously.**

## Technical Sales Representative

- International Infrastructure Solutions – Denmark & North Atlantic Region
- ViaCon Group is an international company specialising in innovative and sustainable infrastructure solutions. With operations in 19 countries and a strong Nordic heritage, ViaCon is recognised for setting industry standards in bridges, culverts, and complex infrastructure projects.
- We are now looking for a Technical Sales Representative to drive growth in Denmark, the Faroe Islands, Greenland, and Iceland.
- If you are passionate about building strong customer relationships, identifying new market opportunities, and delivering solutions that make a tangible difference to society, this could be the perfect opportunity for you.

### Key Responsibilities

- Lead sales activities for bridges, culverts, and stormwater solutions, achieving revenue targets
- Identify and pursue new infrastructure and development projects
- Maintain close relationships with existing customers
- Build and nurture strong partnerships with contractors, consultants, and public authorities
- Provide expert technical advice and ensure customers receive optimal project solutions
- Engage in cross-selling across business areas
- Develop the Danish market including the Faroe Islands, Greenland, and Iceland
- Strengthen brand visibility nationally and internationally
- Collaborate closely with internal teams to ensure smooth project execution
- Manage P&L responsibilities, including sales budgets, cost control, and project profitability
- Report regularly on pipeline status, results, and market trends to management

### Qualifications

- Proven experience in project sales and solution-based technical advisory
- Demonstrated success selling technical products within infrastructure, construction, or steel structures
- Strong technical understanding with the ability to translate complex concepts into customer value
- Proactive mindset with a focus on long-term relationship building
- Excellent communication and negotiation skills
- Willingness to travel domestically and internationally
- Fluent in Danish (native level) and English (professional level), both written and spoken
- Relevant technical or commercial education
- Proficiency in Microsoft Office and ERP systems; experience with Business Central is required
- Residence centrally located within Denmark

### Personal Profile

- You are relationship-driven and persuasive, with a direct yet friendly communication style. You are solution-oriented and decisive, thriving in a dynamic environment with multiple priorities and ambitious targets.
- You work with strong structure, high self-discipline, attention to detail, and a consistent focus on quality.



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## What We Offer

- This position offers a unique opportunity to lead sales development and play a key role in expanding our infrastructure solutions in Denmark and the North Atlantic region.
- You will become part of an international organisation with:
  - A market-leading position
  - Strong growth ambitions
  - A clear focus on innovative and sustainable infrastructure solutions
  - A collaborative and professional working environment
  - Strong onboarding and development programmes

The compensation package includes:

- Competitive fixed salary
- Performance-based bonus scheme
- Pension plan
- Health insurance
- Company car
- Home office setup

## Additional Information

- For further information, please contact:
- General Manager. Kent Hoggins
- Telephone: +45 30 50 32 85
- Learn more about ViaCon at: [www.viacongroup.com](http://www.viacongroup.com)

## Application

- **Deadline: 15 March 2026**
- Please send your CV and application in DK or English to: [viacon@viacon.dk](mailto:viacon@viacon.dk)
- We conduct interviews on an ongoing basis and reserve the right to close the recruitment process early if the right candidate is found — so we encourage you to apply as soon as possible.
- By applying, you consent to us sharing your information with ViaCon.