

DANFOSS LIMITED IN THE NEWS

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PEOPLE on the Move

The new UK Sales Director for the Danfoss Heating Segment is **Dan Scott**. With 22 years of experience in high-tech industries, Dan has a track record in developing successful sales and marketing teams. As Sales Director, Dan will be responsible for developing the sales team and maximising the customer experience through a range of sales management strategies.



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★ PEOPLE

NEW SALES DIRECTOR FOR DANFOSS

28 November 2017 By *HPM Magazine*

Danfoss is focusing on its reputation for customer service and value with the appointment of a new UK sales director for the Danfoss Heating Segment.

With 22 years of experience in high-tech industries, Dan Scott has a proven track record in developing successful sales and marketing teams. He also brings a sound knowledge of Lean Thinking principles and concepts to his new role, having gained Advanced Lean Certification.

Dan will be responsible for developing the skills and talents of Danfoss' highly professional sales team. He is looking to further improve team performance, and maximise the customer experience with Danfoss, through a range of sales management strategies. These include a continuation of developing the existing team through competency, and setting milestones that deliver the long-term plan.



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New sales director for Danfoss

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Dan Scott, UK sales director at Danfoss.

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He also brings a sound knowledge of Lean Thinking principles and concepts to his new role, having gained Advanced Lean Certification.

Mr Scott says his key objective is to delight Danfoss customers which, in turn, will create sustainable business results.

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Although Mr Scott views all market sectors as a target for Danfoss' extensive product range and expertise, he sees some great and exciting opportunities for Danfoss in commercial projects.



Supplier News Danfoss

New Danfoss Sales Director Focuses On Customer Service And Value

By Admin Danfoss | 27th Nov 2017

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Danfoss is focusing on its industry-leading reputation for customer service and value with the appointment of a new UK Sales Director for the Danfoss Heating Segment. With 22 years of experience in high-tech industries, Dan Scott has a proven track record in developing successful sales and marketing teams. He also brings a sound knowledge of Lean Thinking principles and concepts to his new role, having gained Advanced Lean Certification. He says his key objective is to delight Danfoss customers which, in turn, will create sustainable business results.

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Although Dan views all market sectors as a target for Danfoss' extensive product range and expertise, he sees some great and exciting opportunities for Danfoss in commercial projects.

Summing up his new appointment, Dan says he is extremely proud to be part of the Danfoss family and sees an exciting future ahead for the company and the industry as a whole. He comments: "I firmly believe in the Danfoss value proposition and I am confident that, together, we will continue to build on our well-deserved reputation as a trusted partner to new and existing customers."

Danfoss is a leading manufacturer of world-class heating products for the residential and commercial markets, with factories throughout Europe, including in the UK and Denmark. Products range from domestic heating controls such as programmers, thermostats and TRVs to balancing valves, pressure and flow controllers, heat exchangers and energy meters for district and commercial heating applications. The company's extensive product range is supplied through a national network of stockists. A comprehensive range of customer support services is also available, including installer training courses, CPD seminars and the Danfoss Assist mobile website at www.Assistyou.Danfoss.co.uk. For more information visit www.heating.danfoss.co.uk.

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