Senior Site Acquisition Manager – Denmark

Fastned | Copenhagen | Permanent, full-time position

Help Fastned expand its ultra-fast charging network across Denmark

Are you a commercially driven professional with strong negotiation skills, an eye for attractive locations and the ability to build lasting business relationships?

Axon Interim is recruiting a Senior Site Acquisition Manager on behalf of Fastned, one of Europe's leading developers and operators of ultra-fast EV charging infrastructure.

Fastned currently employs more than 500 people and operates over 450 charging stations across 10 European countries. In Denmark, seven charging stations are operational, and the company is continuing to expand its network.

The Danish team currently includes a Country Manager, an Architect and an Expansion Manager, supported by an Interim Construction Manager. Fastned is strengthening the organisation by recruiting an additional Site Acquisition Manager and a Project Manager – Construction.

The position

As Senior Site Acquisition Manager, you will play a central role in identifying and securing strategically attractive locations for Fastned's future charging stations in Denmark.

Your key responsibilities will include:

- Identifying and evaluating attractive locations for ultra-fast EV charging stations.
- Building and maintaining relationships with landowners, property developers, commercial partners and other external stakeholders.
- Negotiating commercial agreements and securing long-term site opportunities.
- Assessing location potential, accessibility, traffic patterns and commercial feasibility.
- Developing and maintaining a structured pipeline of acquisition opportunities.
- Working closely with internal teams responsible for expansion, construction, legal matters and technical development.
- Ensuring clear communication, effective collaboration and strong relationships with internal stakeholders.
- Managing progress and reporting through Fastned's digital tools, including Sitetracker and GIS-based systems.

You will report directly to **Iza Lozowska**, who leads the Expansion Managers across Fastned's new markets in Austria, Spain, Italy and Denmark.

Your background

We are looking for a commercially minded professional with relevant experience in site acquisition, real estate, property development, commercial expansion or a related field.

Ideally, you bring:

- At least five years of relevant professional experience.
- Strong negotiation skills and experience managing commercial agreements.
- Knowledge of the Danish real estate market and relevant commercial networks.
- The ability to identify opportunities and turn them into successful agreements.
- Excellent communication and stakeholder management skills.
- Native-level Danish and strong professional English.
- A structured, proactive and results-oriented working style.
- A driving licence and willingness to travel throughout Denmark.

A strong background in EV infrastructure may compensate for fewer than five years of experience.

We are particularly interested in candidates who demonstrate curiosity, commercial drive, a willingness to learn and the ambition to develop quickly.

Your personal profile

You enjoy building relationships, identifying opportunities and negotiating agreements that create long-term value.

You combine commercial judgement with persistence and a hands-on approach.

You are comfortable working independently while collaborating closely with colleagues across different countries and functions.

Strong internal stakeholder relationships and smooth communication are essential to succeeding in this role.

What Fastned offers

You will join an international company with a clear mission: accelerating the transition to sustainable mobility.

The position offers:

- A key role in expanding Fastned's charging network in Denmark.
- An international working environment with colleagues across Europe.
- Opportunities for professional development and increasing responsibility.
- A Copenhagen-based position with three days per week in the office.
- Regular travel to potential charging locations and business partners throughout Denmark.

Additional employment benefits will be discussed during the recruitment process.

Interested?

Apply here: https://candidate.hr-manager.net/ApplicationInit.aspx?cid=3194&ProjectId=143591&DepartmentId=18956&MediaId=5

Applications will be reviewed on an ongoing basis, and relevant candidates will be invited for interviews as they are identified.