



# CONTRACT SALES MANAGER

Normann Copenhagen is a rapidly growing design company based in Copenhagen, Denmark. We produce and distribute furniture, lighting, outdoor and home accessories worldwide.

Normann Copenhagen has ambitious goals for the future and is looking for a skilled contract manager to develop the Dutch market together with us.

## JOB DESCRIPTION:

We are offering a challenging new full time position at a creative company where showing initiative can take you far. You will report to our Agent in the Netherlands and our Sales Director in Denmark.

## YOUR DAILY WORK WILL INCLUDE:

- Strengthening Normann Copenhagen's position on the Dutch contract market
- Developing and maintaining our client base of architects and interior designers
- Developing and maintaining our network of contract partners
- Developing and maintaining our Dutch project portfolio within Hospitality, Office space, Commercial spaces, education & public institutions
- Representing Normann Copenhagen at relevant trade shows
- Participating in sales training and at work shops
- Traveling in the area in order to visit customers and partners

## PROFESSIONAL PROFILE:

- Min. three years of experience from a relevant sales position
- Extensive knowledge of the local furniture and lighting contract market
- Base in Amsterdam
- Proactive approach to sales
- Strong negotiation and closing skills
- A relevant network of Architects and designers is a plus
- Fluency in Dutch and English

## PERSONAL TRAITS:

You can recognize yourself in the following description:

- Outgoing and pleasant
- Professional, dedicated and driven
- Able to work independently and self-sufficiently
- Result oriented, thorough, and organized
- Service-minded
- Driver's license required.

Job start: As soon as possible

Salary: According to qualifications

## CONTACT

For further information regarding the job, please contact Sales Director Daniel Leosson at [daniel@normann-copenhagen.com](mailto:daniel@normann-copenhagen.com)

Please submit your application and CV (both in English) with a current photo directly via email to [daniel@normann-copenhagen.com](mailto:daniel@normann-copenhagen.com)

**normann**

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