



CONTRACT SALES MANAGER

Beijing & North China

Normann Copenhagen is a rapidly growing Danish design company, who produces and distributes furniture, lighting, and home accessories worldwide. We have ambitious goals for the future and are looking for a skilled salesperson based in Beijing to develop the north China contract 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 Sales Manager China, with whom you will work closely on a daily base.

Your daily work will include:

- Strengthen Normann Copenhagen's position on the Beijing & north China contract market
- Developing and maintaining our client base of project partners, architects and interior designers
- Developing and maintaining our network of contract dealers
- Developing and maintaining our Beijing project portfolio
- Regular travel activity mainly between Beijing, Chengdu, Chongqing and other north China cities but also internationally
- Representing Normann Copenhagen at relevant trade shows
- Participating in sales training and at work shops in Denmark

Personal traits

You can recognize yourself in the following description:

- Outgoing and pleasant
- Professional, dedicated and driven
- Able to work independently
- Result oriented, thorough and organized
- Service-minded

Professional profile

You are a natural salesperson who is passionate about design and knows exactly how to sell sofas, lounge chairs and chairs, and every design in between to existing and potential clients.

- Extensive knowledge of the Beijing furniture and lighting contract market
- Based in Beijing
- Proactive approach to sales
- Strong negotiation and closing skills – both face to face and on the phone
- Minimum three years of experience from a relevant sales position

Job start: As soon as possible. Salary: According to qualifications. For further information and questions regarding the job, please contact Sales Manager Mo Junyuan at mo@normann-copenhagen.com. Please send your application and CV with a current photo via e-mail to mo@normann-copenhagen.com.