



NORMANN COPENHAGEN MARKET MANAGER (BASED IN NYC)

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 New York to develop the NYC and Eastern regional 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 N. American Sales Director with whom you will work closely on a day to day basis.

Your daily work will include:

- Strengthening Normann Copenhagen's position in the NYC contract and retail market
- Developing and maintaining our client base of architects and interior designers
- Maintaining our network of retail and contract dealers
- Developing and maintaining our East coast project portfolio
- Regular travel activity in the region, and also some travel internationally (Sales meetings and furniture fairs)
- Representing Normann Copenhagen at relevant trade shows
- Participating in sales training and at work shops

Professional profile:

You are a natural salesperson who is passionate about design and knows exactly how to sell sofas, coat hooks, and every design in between to existing and potential clients. You also have/are:

- Min. three years of experience from a relevant sales position
- Extensive knowledge of US/Canada furniture and lighting contract market
- Base in New York City
- Proactive approach to sales
- Strong negotiation and closing skills
- Fluency in English is required

Personal traits:

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

Job start: December/January 2019

Salary: According to qualifications

Contact

For further information and questions regarding the job, please contact Jonathan Auty, N.American Sales Director: jonathan@normann-copenhagen.com.