



RETAIL SALES ACCOUNT MANAGER

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 London area to develop the market together with us.

Job description

We are offering a challenging full time position at a creative company where showing initiative can take you far. You will report to our Country Manager with whom you will work closely on a day to day basis.

Your daily work will include:

- Strengthening Normann Copenhagen's position on the market
- Developing and maintaining our client base of retail shops & online
- Regular travel activity
- Representing Normann Copenhagen at relevant trade shows
- Participating in sales training and at work shops

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

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 the markets
- Proactive approach to sales
- Strong negotiation and closing skills – both face to face and on the phone
- Fluent in English

For further information and questions regarding the job, please contact Barney Starling, Country Manager UK & Ireland, at barney@normann-copenhagen.com.

Please send your application and CV with a current photo via e-mail to Barney Starling at barney@normann-copenhagen.com.