



WEST COAST 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 salesperson based in San Francisco.

JOB DESCRIPTION:

A challenging full-time position at a creative company where ownership and initiative can take you far. You will report to our North American Sales Director with whom you will work closely and collaboratively.

YOUR DAILY WORK WILL INCLUDE:

- Strengthening Normann Copenhagen's position in the Western U.S./Canadian contract and retail market
- Maintaining and growing our client base of architects and interior designers.
- Maintaining our current network of retail and contract dealer partners, and looking for new opportunities
- Developing and maintaining our project portfolio within Hospitality, Office space, Commercial spaces, Education and Public institutions.
- Based in San Francisco with frequent travel activity in the Western North American region, nationally and internationally
- Working independently and collaboratively with our dealers, presenting to architects and interior designers
- Participating in internal Normann Copenhagen sales training and relevant trade shows in the U.S. and in Copenhagen, DK

PROFESSIONAL PROFILE:

- Minimum 2-5 years of experience from a relevant sales position in the furniture industry (if you do not have experience in the industry, or in working with architects and designers, you will not be considered for this position).
- Extensive knowledge of US furniture and lighting retail and commercial furniture market/industry
- Already based in San Francisco
- Proactive approach to sales
- Strong negotiation and closing skills
- A relevant network is a plus
- Fluency in English is required; knowledge of other languages is a bonus!

PERSONAL TRAITS:

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

To apply for this position or for any questions, please contact Director of North America, Anita Kuzmaris, at anita@normann-copenhagen.com

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