



# AREA 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 Belgian and Luxembourg 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 Country Manager in France & Belux with whom you will work closely.

## YOUR DAILY WORK WILL INCLUDE:

- Strengthening Normann Copenhagen's position in the Belgian and Luxembourg retail and contract market
- Developing and maintaining our client base of architects and interior designers
- Developing and maintaining our network of contract and retail partners
- Developing and maintaining our our Belgian and Luxembourg 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 Belgium/Flanders
- Proactive approach to sales
- Strong negotiation and closing skills
- A relevant network of Architects and designers is a plus
- Fluency in English, Dutch & French

## 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 Country Manager Camilla Schousboe at [cas@normann-copenhagen.com](mailto:cas@normann-copenhagen.com)

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

**normann**

C O P E N H A G E N