



COUNTRY SALES MANAGER JAPAN

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 Japan.

JOB DESCRIPTION:

We are offering a challenging full-time position at a creative company where ownership and initiative can take you far. You will report to our Regional Manager for APAC with whom you will work closely and collaboratively.

YOUR DAILY WORK WILL INCLUDE:

- Strengthening Normann Copenhagen's position in the Japanese 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 & public institutions
- Based in Japan with frequent travel activity within the assigned territory
- 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 region and in Copenhagen, Denmark

PROFESSIONAL PROFILE:

- Minimum 2 years of experience from a relevant sales position in the furniture industry
- Extensive knowledge of Japanese furniture and lighting retail and commercial furniture market/industry
- Already based in Japan
- 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
- Presentation Skills
- Professional, dedicated and driven
- Able to work independently and self-sufficiently
- Result oriented, thorough, and organized
- Service-minded
- Driver's license required

CONTACT

To apply for this position or for any questions, please contact Regional Manager of APAC, Oscar Nicolás, at on@normann-copenhagen.com

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