



# Regional Sales Manager for Wholesale France

Wendelbo Interiors is a fast-growing furniture manufacturer based in Aarhus, Denmark. The brand is well-known for its high-quality upholstery products, especially sofas and lounge chairs, manufactured at its inhouse production facilities in Vietnam. Over the past years Wendelbo has expanded its product portfolio to also include coffee tables, shelving as well as chairs and dining tables serving both the residential and contract markets.

To support and accelerate the growth of Wendelbo, we are searching for a Regional Sales Manager to develop the retail market in France.

## **Main work tasks:**

- Maintain and develop business with existing retail customers
- Open new retail customers
- Tasks will include relationship building, product training, sell-in of new products and concepts both on-side and digitally, developing in-store and digital presentation of the brand with our customers
- Develop distribution plans for underpenetrated markets/areas

## **Candidate Profile:**

- High degree of entrepreneurial spirit and excited to build new sales structures
- High level of energy and self-motivated
- Experience from selling design lifestyle products from either the furniture-, lighting- or textile industry to the retail market
- Detailed knowledge of the French interior design retail market
- Highly focused on conducting sales as well as building relationships within the business
- Personal interest in design products and lifestyle industry
- Good verbal English language skills
- Based centrally in France and able to do extensive travel
- Familiar with and able to work from home office

## **We are offering:**

- An exciting opportunity to develop your own role and the business in the market
- Strong and growing product portfolio for both retail business
- Proven production and logistics setup to serve the market
- Experienced team with a strong culture
- Full time position
- Compensation by qualifications

We are looking forward to receiving your motivated job application marked "Regional Wholesale Manager FR" within 30/4 2021 at [hr@wendelbo.dk](mailto:hr@wendelbo.dk)

Learn more here [www.wendelbo.dk](http://www.wendelbo.dk)