

Regional Sales Manager

/ Norway

/ RETAIL AND CONTRACT

Starting as a small family workshop specialising in upholstery in Aarhus, Denmark, the foundation stones of Wendelbo were laid in 1955. Six decades and three generations later, the story of the Danish family with a strong dedication to design continues to unfold and prosper. Today, Wendelbo is an international design company fusing uncompromising upholstery and complementing design icons. All designs are manufactured at Wendelbo's own production facilities in Vietnam and are retailed globally through more than 200 high-end partners, for the residential and contract market alike.

To support and accelerate the growth of the Wendelbo brand in Norway, we are searching for a Regional Sales Manager to develop the business within the contract and retail segment.

CORE RESPONSIBILITIES

- Strengthen and develop business with existing and new retail customers, including relationship building, product training, sell-in of new products and concepts, and develop in-store and digital presentations of the brand with our customers.
- Develop retail distribution plans for underpenetrated markets and areas.
- Develop the brand within the top A&D community through relationship building and product presentations.
- Maintain and develop our network of contract dealers within the region, by researching and sourcing potential business, and following up on sales enquiries.
- Build a strong project pipeline.

PROFILE

- High degree of entrepreneurial spirit and excited to build new sales structures.
- High level of energy, self-driven and result-oriented with strong negotiating capabilities.
- Great people skills and comfortable in presenting in a professional environment.
- Experienced in selling design products from either the furniture-, lighting- or textile industry in the retail and contract market.
- Personal interest in design products and the lifestyle industry.
- Based centrally in the region and able to do extensive travel within the country.
- Familiar with, and able to, work from home office.

WE ARE OFFERING

- An exciting opportunity to develop your own role and the business within the region.
- A strong and growing product portfolio, well-suited for the contract and retail markets alike.
- A well-established production and logistics setup to serve the markets.
- An experienced team with a positive work culture where entrepreneurship and joined responsibility is highly valued.
- Full time position, based in Norway, with compensation according to qualifications.

We will be reviewing applications and interviewing potential candidates on an ongoing basis, so please send us your cover letter and CV to hr@wendelbo.dk as soon as possible and before April 30, 2023.

Should you have any questions regarding the position, please do not hesitate to reach out to CEO, Christian Ernemann by e-mail, at ce@wendelbo.dk.

