

# CONTRACT SALES MANAGER SWEDEN

NORR11 is a Danish design company founded in 2011 with a vision to continuously create design that sparks curiosity. We create timeless pieces on the leading edge of design. Driven by the desire to challenge boundaries between time periods, design directions, cultures, and materials, we are dedicated to crafting pieces with character while balancing form, function, and comfort. Crafted with genuine materials, our pieces are made to use and built to last. With a sculptural, bold, and sophisticated design, we have the desire to push boundaries and thread new pathways.

We are in rapid growth and are therefore looking to strengthen our sales department with a Contract Sales Manager in Sweden to drive and develop the local market in addition to building and supporting some of the region's key partnerships.

## ROLE

Reporting to the International Sales Manager, you will be responsible for the sales and further development of NORR11 in Sweden. Preferably based in Stockholm (or Gothenburg), you will utilize your local expertise and network to cover the entire Swedish market, driving business growth and client relationships.

## KEY RESPONSIBILITIES

- Develop and execute a strategic sales plan for the Swedish market.
- Engage with architects, designers, and commercial clients to drive contract sales.
- Conduct market analysis to identify trends and new business opportunities.
- Collaborate with internal teams to ensure customer satisfaction and the delivery of custom solutions.

## QUALIFICATIONS

- Minimum 3 years of sales experience in the B2B furniture industry, with a focus on the Swedish market.
- Established network within the local architecture and design community.
- Proven track record of meeting sales targets.
- Fluent in Swedish and English, with excellent communication and negotiation skills.
- Structured approach to work, with experience in CRM systems.

## PERSONAL TRAITS

- Targeted and self-motivated with drive.
- Positive mindset, hands-on with a can-do attitude.
- Approachable and likable, with strong interpersonal skills.
- Self-assured and able to build relationships effectively.

## WHAT WE OFFER

- Competitive salary and benefits package.
- Opportunities for personal development and growth.
- A chance to be part of a company known for innovation and quality, where we value development, strategy, and process equally.

## APPLICATION

If you're passionate about design and looking to make a significant impact in the Swedish market, we'd love to hear from you.

Please send your application and resume to Mads Moesgaard Ramm.

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