

CONTRACT SALES MANAGER WEST GERMANY

LOCATION: Rhine-Ruhr District and Frankfurt Region (PLZ 4-5-6)

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 West Germany 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 the Rhine-Ruhr District and Frankfurt region. Utilizing your local expertise and network, you will cover all areas in PLZ 4-5-6 to drive business growth and client relationships.

KEY RESPONSIBILITIES

- Develop and execute a strategic sales plan targeting the PLZ 4-5-6 regions.
- Engage with architects, designers, and commercial clients to drive contract sales.
- Conduct market analysis to identify trends and new business opportunities.
- Work collaboratively with internal teams to ensure customer satisfaction and delivery of custom solutions.

QUALIFICATIONS

- Minimum 3 years of sales experience in the B2B furniture industry, with a focus on the Rhine-Ruhr District or Frankfurt.
- Established network within the local architecture and design community.
- Proven track record of meeting sales targets.
- Fluent in German 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 your region, we'd love to hear from you.

Please send your application and resume to Mads Moesgaard Ramm

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