

Björn Borg is looking for a new Sales Account Manager Denmark

There is something with active people that we love at Björn Borg. They have a certain vibe. A glow and a drive to always find new ways, to constantly make progress. That is the reason why we encourage people to be active – not just through our underwear, shoes, and sportswear, but also through our corporate culture. We want our team to live the brand and be game changers in mind and soul. We encourage and support each other through challenging one another. It keeps us on our toes, both mentally and physically. So if you are this active person we talk about, this could be a perfect match.

What we are searching for:

As a Sales Account Manager you play a crucial part of our Danish Sales Team based in Copenhagen. In this function you report to the County Manager Denmark. Within the Björn Borg Danish organization, you are one of the links to make the brand better and will be a great addition to the team due to your enthusiasm. You have **passion**, share our message, and have a **winning attitude**. We encourage **bold** choices, **empowering** each other to grow. Our unique commitment to self-expression, self-assurance, and **magnetic** appeal makes us an exceptional employer, drawing talent and fostering individuality.

Your main tasks and responsibilities

- Primarily responsible for Footwear and Bag category.
- Monitor KPI's and sell-through data closely, consistently anticipate opportunities in both sales and activations.
- Own target achievement via pre-sales, direct sales, and effective block order management while boosting sell-through performance.
- Visit all brick & mortar accounts to check on the collection, get feedback from the salesfloor and look for opportunities to create the best possible collection for next seasons.
- Prepare monthly sales reports for Key Accounts and their category.

You are a strong team member and:

- You have 3 years of experience, preferably in wholesale (with a passion for sport and fashion).

- You have a strong customer focus (internal/external/quality).
- You have strong communication skills.

As a person, you are an easy-going and communicative team player who is happy to contribute to a good atmosphere in the group. You have the ability to independently drive your work forward and take responsibility for your tasks being completed on time and with high quality. If you are also solution-oriented, curious and thrive in an environment with constant development, we think you will be a perfect fit at Björn Borg.

Want to join our team?

For us, it is important that you embody our company culture, values and that you believe it is important to **train to live**. We believe in that people drive change and that we all become stronger together.

Preferably start 01.03.2024.

Application deadline 15.01.2024.

Apply with your CV and personal letter (Danish or English) to:
nicky.christensen@bjornborg.com

For more information, please visit our website www.bjornborg.com