

SCANDINAVIAN SALES AGENT(S)

Bring your strong sales experience and passion for decorative lighting and join our dedicated team of European Sales Agents. In the role of Sales Agent, you are energetic and enjoy establishing strong relationships with both new and existing clients.

Job overview:

As our frontline ambassador, you deliver everyday world class customer service. Our customers will depend on you to fulfil their demands and requests. To do this, you will take orders hands-on, follow-up on orders, maintain and grow relationships, provide support in product training, visual merchandising and much more.

In this exciting field opportunity, you spend most of your time visiting customers and building a new customer base.

We offer a once in a lifetime opportunity to grow Scandinavia that is yet to be explored. Where you reside is not important but you must have experience in travelling to customers in Denmark, Norway and Sweden. The role(s) targets both the retail and contract markets.

You will have ownership and participate in setting the targets, go-to-market strategy and budget. You will report directly to the newly appointed CEO & Co-owner.

About you:

You have experience from the decorative lighting, interior, or furniture industry towards design- & lifestyle stores and furniture stores, as well as contract/project sales. You bring a large network of strong relations and understand a selective approach to markets and customers. You know the key players and have both the confidence, charisma and patience to be successful.

You have excellent listening, negotiation and presentation skills. You are well-organised and have a busy weekly schedule.

Our story:

EBB & FLOW was founded by Susanne Nielsen, who has over 20 years of experience in international trade, marketing and concept development within the fashion and home accessories industry. Based in London for many years, she returned to Denmark in 2009, bringing with her a passion for interior design and the beauty found in different countries' culture and craft tradition. The company continues to build on its traditions of combining old with modern, celebrating unique enduring design.

Our design:

EBB & FLOW designs and produces decorative lighting, with all designs created by founder Susanne Nielsen. Using classic British and Nordic style as a starting point combined with a passion for the basic materials glass, crystal, metal and textiles, the result is a style that infuses lighting and glass with a fine airy simplicity and a modern edge and depth of colour. All our lighting designs are made to bring warmth and joy, translated through colours and shapes they inspire and offer lasting beauty.

Interested?

If you are an individual who thrives in a fast-paced build-up yet casual business environment? We look forward to hearing from you. Forward your interest including your CV at: thomas@ebbandflow.dk or +45 2825 8907.