

**EXPLORER
BRAND REPRESENTATIVE
ACHIEVER**

**PAPER COLLECTIVE IS LOOKING FOR AN
AREA SALES MANAGER**

Are you a passionate and dedicated sales professional with a flair for retail and developing partnerships? Then, we have an exciting opportunity for you!

Paper Collective is a successful curator and distributor of affordable art. We create high-quality art prints in collaboration with handpicked artists from all over the world. We sell these through a network of more than 500 of the world's top design and lifestyle stores, and through our own online sales channels directly to consumers in more than 30 countries.

Job Description

We are growing and are accordingly looking for a new team member to develop our retail sales in Europe. As our new Area Sales Manager you will become a part of a dedicated sales team based in Copenhagen.



Responsibilities and tasks

- Analyse market potential and develop sales plans to grow our retail customers in Europe
- Identifying potential retail partnerships and build up and manage a pipeline of retail stores in Europe
- Develop and maintain excellent customers relationship and drive sales activities to build the Paper Collective and MADDO brand awareness
- Develop and train in store sales assistants in Paper Collective & MADDO core values and POS
- Visiting retail customers in all European markets, merchandising and ensure the best brand presence (60 travel days/year)
- Close collaboration with our wholesale team and monthly budget & KPI follow up

Qualifications

- Excellent communication skills
- Thrives to build up new markets and developing customer relationships

Want to apply?

The position needs to be filled as soon as possible, which is why we will process applications on an ongoing basis. Please send your CV along with a short motivational letter to Lill Bersang: lb@papercollective.com. If you have questions regarding this position, feel free to direct these to lb@papercollective.com or +45 29911391.

- Merchandising and / or sales experience, preferable in the industry of fashion or design

The ideal candidate is

- Result driven and energetic
- Positive and outgoing personality who can motivate and inspire our retail customers
- Strong business development skills
- A curious mindset and ability to think in creative solutions
- The ability to combine strategic sales thinking with hands-on execution
- Self-driven, but at the same time a team player

What we offer

An exciting full-time position in a growing design company. You will get a dynamic and energetic group of colleagues to whom collaboration, freedom and responsibility are keywords and where we all contribute to reaching our shared goals. We can offer you great possibility for personal development. Salary, bonus, and pension according to qualifications.