



Klättermusen Head of Sales NORDICS

12 August 2019
Åre, Sweden

About the position

We are currently looking for a full-time sales manager, to help grow our position and develop our brand in Sweden and Norway. The success criteria for the job is to grow the Klättermusen business by revenue, and you will be measured on personal KPI targets set around brand and business metrics.

The position is for our Åre or Stockholm office.

What you'll do

- Lead all sales and business development business in the Nordics, primarily in Norway and Sweden
- Manage all wholesale accounts ensuring customer satisfaction and creating strong and long-term relationships
- Grow the current number of accounts and sales pipeline in-line with Klättermusen selective approach
- Drive customer satisfaction, advocacy and loyalty; be the voice of Nordics customers within the organization
- Define go-to-market strategy for new accounts in the Nordics
- Customer after-sales management, clinics, brief and follow ups to ensure sell-thru
- Deal/contract management, negotiation and closure
- Customer revenue responsibility, including budget management and forecasting
- Recruit, hire and help with on-boarding new salespeople

What you have

- 5+ experience in a sales role in the Outdoor industry in Sweden and Norway
- Preferably experience with technical gear and hardware
- Understanding and experience of marketing and e-commerce sales
- Disciplined, structured and well-organised by nature
- Strong negotiator/closer and hunter profile
- Minimum a Bachelor degree in related studies
- Fluent in English and one Nordic language
- Willingness to travel in the Nordics

What Klättermusen is offering

- A unique career and personal development opportunity of building a new and different business
- A chance to work in collaboration with Global Sales Leadership to implement sales programs and tactics to drive new customer wins and growth across different channel verticals
- Innovative and market-leading products and solutions at the forefront on function and sustainability
- Be part of a young and passionate entrepreneurial culture and a business with a global footprint