

Area Sales & Store Manager

Copenhagen, Denmark

Libratone was founded on a big idea - to free the sound.

Our headquarter is located in Copenhagen, Denmark and we have colleagues in many parts of the world incl. the UK, the Netherlands, US, China, Japan and Germany.

The responsibility of the **Area Sales & Store Manager** will include the management of all sales activity to Small and Medium Enterprise (SME's) business owners and direct to consumer via our Copenhagen store. This will include direct selling to owners and managers in hospitality & licensed premises; leisure and entertainment venues; and across workplaces in the Copenhagen and wider Zealand territory.

In addition, the Area Sales & Store Manager will assume responsibility for our flagship Copenhagen Store overseeing and managing a small team of retail sales managers and assistants.

The role is an entrepreneurial position requiring an outgoing and confident individual with some direct sales experience.

The person will be required to be self-driven, enthusiastic and structured in their approach. Key performance indicators will be based on the promotion of Libratone products, to a monthly agreed journey plan and with a jointly agreed monthly sales target split by Copenhagen retail store sales and direct to SME sales.

In addition to normal business hours, the store will be open later, also on Saturdays and some additional work on product launches, press meetings, events and VIP visits from time to time will occur.

Your main responsibilities:

- Libratone Sales Manager for Zealand
- Management of Libratone Copenhagen Store
 - Full responsibility for product inventory forecasting and handling
 - Management of staff work schedule as well as weekly sales reports
- Active sales of Libratone portfolio to SME business owners
 - Licensed premises including bars, cafes, restaurants
 - Hospitality sector, Leisure & Entertainment
 - Workplaces

We are looking for:

- Entrepreneurial spirit
- Self-driven with a structured approach
- Direct Sales experience strongly desired
- Retail management experience is a plus
- Confident outgoing individual with strong interpersonal skills
- Hands-on and proactive
- Motivational and inspiring
- Speaks and writes fluent Danish and English

We offer:

- A great and dynamic place to work with top colleagues
- Competitive salary, incentive & bonus scheme and company vehicle + benefits

This is an excellent role for an individual with some direct selling experience, looking to take the next step in their career to Regional Management. You are skilled at inspiring and motivating your employees. In addition, you are structured as you will be responsible for, staff recruiting, work shift planning, forecasting and budgeting.

Next steps:

Send your application in Danish or English to:
job@libratone.com

Please do not hesitate to reach out with any questions.

Strictly no recruitment agencies.



LIBRATONE

