

# Global Contract Sales Manager

## About ferm LIVING

We are a Danish design company that creates furniture, accessories and lighting for the entire home. Founded in 2006, we work from our brand house in the heart of Copenhagen. We value authenticity, balance, curiosity and courage - both in terms of our design aesthetic as well as our culture.

## Position Summary

We are experiencing a great interest in our brand and products from architects, designers and contract partners, and we are successful in implementing ferm LIVING products in projects all over the world, especially within the Hospitality & Office sectors.

Hence, we are now looking for a Global Contract Sales Manager to join our B2B Sales Team in Copenhagen. You will be responsible for building and leading our new Contract Sales division currently consisting of dedicated Contract Sales Managers based in London, UK and in Stockholm, Sweden. You will be responsible for developing and implementing our Global Contract Sales Strategy and Go-to-market approach ensuring success, while at the same time building the Danish Contract market. You will report to our Chief Commercial Officer and work closely together with the remaining B2B sales team (doing both wholesale & contract) as well as agents & distributors.

## Responsibilities

- Develop our Global Contract Sales Strategy & Go-To-market approach.
- Lead the Contract Sales team based in London, UK and Stockholm, Sweden.
- Hands on building the Danish contract market.
- Develop guidelines, tools & training for the sales team & agents/distributors.
- Provide market input & feedback into the organization to ensure that we develop the right sales & marketing tools, service, documentation, and product features.
- Ensuring the development of a strong network of Contract Sales Partners in each market together with sales/agents to build the ferm LIVING brand in the market.
- Ensuring the development of a strong relationship with influential Architects & designers
- Actively seek out new sales opportunities, helping the sales team develop a pipeline of new projects supporting the growth of our Contract Sales Business.
- Thorough follow up on Contract Project Pipeline
- Participation in events and sales meetings.

The position is full time, based in our Head Office at Kuglegaarden in Copenhagen and reports to the Chief Commercial Officer.

## Experience & Expertise:

- A solid knowledge of the furniture contract business, preferably internationally
- A very strong network within the A&D community.
- Minimum 3 years' experience in leading and motivating a team.
- A hands-on approach and can-do attitude.
- A commercial mindset, business acumen and analytical skills.
- Self-driven, but at the same time a team player by heart.
- Strong negotiation skills and focus on closing deals.
- Excellent presentation skills and experience in conducting sales presentations at all levels.
- Organized and effective time manager .
- Understands what it means to be a brand ambassador.
- Fluent in Danish and English, other languages an advantage

## Interested?

Then send your application and CV in Danish or English to us online. That is the only way we receive applications. We read applications and conduct interviews on an ongoing basis, which is why we encourage you to submit your application as soon as possible. If you have any questions about the position, don't hesitate to get in touch.

We look forward to hearing from you.

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**Start date**  
Soonest possible

**Location**  
Copenhagen

**Employment Type**  
Full-time

[Apply here](#)



Life is full of contrasts. As we navigate expectations and dreams in search of meaning and comfort, we long for a balanced life with room to be ourselves. Based on a passion for authentic design and with responsibility at the heart of every choice we make, we create honest products and calm environments that inspire you to balance the contrasts in life.

We create collections of furniture, accessories and lighting, so you can create space to feel comfortably you.

fermliving.com