

100% friendly



country manager - sweden

- Located in Sweden

Are you an experienced B2B sales professional with a solid knowledge of the Swedish retail landscape? Are you driven by reaching your targets and forming strong commercial relationships? And are you excited by the thought of bringing high-quality design products for babies and toddlers to the market? Then the position as Country Manager for Done by Deer in Sweden might be something for you...

We are Done by Deer, a Danish brand designing safe, durable, and imaginative toys, tableware, and on-the-go essentials that are playful, stimulating, and functional for little ones, and appealing to parents. Central to it all is our universe of Deer Friends, who wander in and out of all our product categories, ready to bring comfort and fun to a child.

The job

As Country Manager, reporting to our Head of Sales, you will work independently and in a structured manner to ensure the continued growth of Done by Deer in Sweden. You will be responsible for defining and implementing the yearly budget plans.

You will take over the relationships with a variety of customer types within several sales channels, from baby and toy stores to online pharmacies and interior stores. We aim to be a preferred partner to our customers and believe that this is achieved by being present in the market. Therefore, the job as Country Manager requires regular travel across Sweden.

You will need the ability to balance your operational tasks and strategic game plan to ensure the correct presence of our brand in the market. Whilst you work the Swedish market independently, you will be part of, and form close working relationships with, a passionate team of 50 colleagues based at our headquarters in Silkeborg, Denmark, and across Europe.

The job is versatile, and in addition to the above, consists of the following objectives:

- Sustaining market growth by developing new sales channels
- Supporting customers with their assortment choices and ordering process (you will be supported by our professional internal sales team at HQ in Denmark)
- Customer product- and brand DNA training
- In-store merchandising and POS implementation
- Analysing sales, product, and category data
- 1-2 yearly trips to HQ in Denmark and participation in relevant international fairs

The person

You have a minimum of 5-10 years' experience in B2B retail sales. Experience in the toy or baby industry is an advantage. It is an important part of your personal DNA to form positive working relationships with customers, colleagues, and other stakeholders.

You recognise yourself in the following competencies and traits:

- Strong communication and negotiation skills
- Ambitious and motivated by achieving set goals
- Great team player, who possesses a natural openness to alternative ideas
- Organised and structured with clear project plans
- Seeks opportunities and solutions
- Known to live & love the brand and DNA you represent
- Swedish native speaker and fluent in both written and verbal English (our company language is English)

This is a full-time position, and your working place will be in the market and from your home office.

For the right candidate, we offer a dynamic and international working environment in a company where we are passionate about our brand and have high ambitions for our future.

Application and process

Send your motivated application and CV to jobs@donebydeer.com by 15th August 2024.

If you have questions about the job, please email them to the Head of Sales, Mette Høst, at mh@donebydeer.com.