

Business Developer

FRAMA is looking for a driven, independent and highly analytical Business Developer to focus on developing our St. Pauls Apothecary Collection in the wholesale and the professional segment in international key markets. Joining the commercial team at FRAMA's headquarters in Copenhagen as a full-time team member, you will be part of a young, driven, and international team. You will be reporting to the Commercial Director.

Key Responsibilities include

- Developing and growing key accounts and strategic retail partners starting with North America, UK, Germany, along with selected international markets.
- Analytical and data-driven approach to reviewing customers' performance to help determine opportunities.
- Proactively identifying new potential partners in the key markets.
- Management of distribution partners and sales agents internationally.
- Maintaining an organised CRM database.

Desired Qualifications

- Min. 2–3 years of wholesale experience from design or fashion.
- Min. bachelor's degree in business, finance, economics, or marketing.
- A keen interest in beauty, interior design, brand building, and retail.
- An organized and efficient approach to business development.
- Strong time management and problem-solving skills.
- Language: English at a professional level, European languages are highly meriting.
- Proficiency in Excel, data analytical tools such as PowerBI and CRM systems.

What FRAMA offers

- A young, ambitious, and highly international environment, where more than half of the team is foreign nationals.
- An inclusive and social workplace with on average one office dog, sometimes two.
- A flat hierarchy and opportunities to grow professionally.
- The chance to make a significant contribution to an ambitious international growth journey.
- The opportunity to be part of uniquely positioned, growing brand that creates spatially-minded self care and future vintage objects.
- While the location of work will be FRAMA's HQ in Copenhagen, a travel schedule of 30-40 days per year must be expected.

Please ensure your application is written in English and contains a CV and personal letter. Applications can be sent to apply@framacph.com with the title "Business Developer".

Application deadline is May 17th 2024 with starting date no later than July 1st, 2024. Please submit applications as soon as possible, as interviews will commence before.