

# Contract Business Developer (Maternity Cover)

FRAMA is looking for a driven and proactive Contract Business Developer to focus on the Architecture & Design scene in Scandinavia and select European markets. The maternity cover will be starting as soon as possible to January 31st, 2025. Given the ideal candidate and circumstances, there's potential to extend the role to a full-time position.

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

- Maintenance and relationship-building with key Architects, Designers, Specifiers and Business Owners.
- Proactive mapping of new potential partners, starting with Scandinavia and select European markets.
- Management of FRAMA contract sales processes from start to finish.
- Participating and organising sales events.
- Maintaining an organized CRM system.

## Qualifications

- Min. 2 years of B2B Commercial Experience from the design industry.
- A keen interest in design and hospitality.
- An organized and efficient approach to business development.
- Quick, pro-active, and positive can-do attitude.
- Language: English at a professional level, European languages highly meriting.
- Proficiency in Excel, PowerPoint and CRM systems.
- While the location of work will be FRAMA's HQ in Copenhagen, a travel schedule of 10-20 days per year must be expected.

## 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 brand that creates modern design icons and future vintage objects.

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