

Strategic Business Developer

FRAMA is looking for a driven and highly analytical Strategic Business Developer to focus on developing our Furniture Collection in the wholesale segment. 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.

The key responsibilities include:

- Developing and growing key accounts and strategic retail partners.
- Analytical and data-driven approach to reviewing customers' performance to help determine opportunities.
- Proactively identifying new potential partners, starting with Scandinavia and US, along with selected international 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 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, Scandinavian 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 brand that creates modern design icons 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@framaph.com with the title "Strategic Business Developer". Application deadline is January 29th 2024 with starting date no later than March 1st, 2024. Please submit applications as soon as possible, as interviews will commence before.