

KEY ACCOUNT MANAGER, NORDICS

Urbanista was founded in 2010 in Stockholm, Sweden out of love for cities and urban life. Today we are a leading lifestyle audio brand offering products with design and function in mind. All our products are rooted in Scandinavian design tradition and inspired by music, arts, fashion, and urban culture. We believe that lifestyle audio products should not only sound great but also look good. Today, our products are available in over 90 countries and sold in 30,000 stores worldwide. We're now looking for an experienced Key Account Manager, Nordics to join us on a full-time basis.

THE ROLE

This role requires an experienced key account manager who has worked for several years with sales, preferably in consumer electronics, and is not afraid to get their hands dirty and get things done when needed. The ideal candidate has expertise in leading sales and extensive experience of best practices in account management of key customers. The role reports to the Director of Global Sales at Urbanista. The position is based in Stockholm at the Urbanista headquarter. The role requires some travelling.

RESPONSIBILITIES

- Planning and executing the sales and strategic plan for the Nordic market
- Delivering budget and targets that are set together with Global Sales Director
- Creating, developing, and nurturing the network of key customers
- Responsible for representing Urbanista at various events
- Responsible for retailer training programs
- Responsible for in-store displays and activation
- Supporting the key accounts with marketing activities



REQUIREMENTS

- Minimum 5 year's experience from sales in consumer tech with a strong network of connections
- Highly motivated person with a positive attitude, result driven and best in class in sales
- Creative and open minded, always ready to represent the Urbanista brand
- Team player that can also work independently, with great social skills
- Always looking for ways to grow sales in a strategic way
- Fluent in English, any other Nordic language is a plus

APPLY

Want to join us in building one of the most exciting lifestyle audio brands in the world? To apply, please send in your application via LinkedIn or send your resume and cover letter with the subject line "Key Account Manager, Nordics" to careers@urbanista.com



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