



BY APPOINTMENT TO
HER MAJESTY THE QUEEN OF DENMARK

GEORG JENSEN

ESTABLISHED 1904

Global Sales Manager for Silver

Georg Jensen A/S is looking for a Global Sales Manager for Silver with reference to the Head of International Sales & Travel Retail. The position is located in the headquarters in Copenhagen.

The main task is to develop and maintain the global market for high-end silver products by proactively identify and engage as a primary contact for global VIP customers. This position also requires cooperation with various current and new sales channels as well as external businesses appointed by the Global Manager for Silver Sales, who as a person is very result-driven and able to negotiate relevant business agreements.

Your key responsibilities:

- Full sales and gross margin budget responsibility of the silver hollowware and flatware category in the external retail and export channels
- Proactively identify and engage as a primary contact for global VIP customers
- Collaborating with external businesses to find synergies with silver and other Georg Jensen products, locations and events that could increase exposure
- Establish new channels of distribution for Silver products, e.g. wholesale accounts, decorators, architects, galleries
- Secure a seamless, consistent and positive customer experience, in close cooperation with other channels. Build long-term relationships with all stakeholders
- Provide Product Management with useful customer needs, information and insight in order to support sales
- In close cooperation with Product Management, Sales and HR department, responsible of assuring that retail staff are adequately trained and motivated to sell products from the silver category
- Achieve sales targets, as agreed by the annually approved business plan and budgets regarding the financial -, operational-, and customer service targets

The ideal candidate has the following competences:

- Commercially minded with a thorough experience and understanding of the luxury market gained within a multinational organization
- Strong negotiation skills
- Deep knowledge of business-to-business sales processes
- World class customer services skills and continuously strive to exceed our customers' expectations

- Experience in commercial performance and business understanding within wholesale
- Ability to understand cross-functional processes related to the Business
- Experience with budget and operations due to financial goals
- Ability to work with high integrity and confidentiality in a dynamic working environment
- Fluent in spoken & written English to communicate confidently and clearly

Your profile:

- Solid (10+ years) Global Wholesale experience within jewellery & Luxury products
- Personal selling experience (VIP customers)
- Result-driven & hand-on mentality
- Willingness to travel 80 days a year

Further information

For further information, please contact Head of International Sales & Travel Retail. Claus Fjelde, at email cfj@georgjensen.com. We also recommend you to visit our website at www.georgjensen.com.

Place of work:

Georg Jensen A/S Head Quarters, Søndre Fasanvej 7, 2000 Frederiksberg

Your application

Please click on this [link](#) to apply for the job. We will be performing interviews throughout the process and look to fill the position as soon as possible.

As a global business, we rely on diversity of culture and thought to deliver on our goals. To ensure we can do that, we seek talented, qualified employees in our operations around the world regardless of race, colour, sex/gender, including pregnancy, gender identity and expression, national origin, religion, sexual orientation, disability, age, marital status, citizen status, veteran status, or any other protected classification under country or local law.