

# Key Account Manager Nordics

Founded in Denmark in 2009, Libratone's goal has always been to set sound free, by creating wireless technology that can be enjoyed anywhere, anytime. Everything we make is the result of our ceaseless passion for engineering and design. Whether speakers or noise cancelling headphones, we innovate and push wireless potential to its limits, in order to create rich, authentic sound. We believe, that when music is set free it touches the world and makes it a tiny bit more special. We are looking for some of the best, most passionate and dedicated colleagues to join us on our quest.

## The practical part

Position: Key Account Manager Nordics  
Location: Main office in Nordhavn/Home Office  
Reporting line: Director of Sales  
From: Earliest possible

## General

The Key Account Manager is responsible for the support and further development of key accounts in their area of responsibility. In addition, they control the activities of external distribution partners as far as they affect their accounts. With tactical and strategic skills the Key Account Manager leads the Libratone business to significant growth.

## Main Tasks and Responsibilities

- Development of a short, medium, and long-term strategy for sustainable business growth in sales and earnings according to the Sales Plan for the area of responsibility
- Stabilization and expansion of business in retail/et-ail while maintaining the Libratone premium strategy
- Close cooperation and coordination with Director of Sales
- Close cooperation with external business partners
- Monthly updates based on a 12-month forecast
- Implementation of the Libratone marketing strategy for the area's accounts

## We expect

- Proven sales successes in key account management of stationary retail chains and/or bigger online accounts
- Having a distinctive network in these channels
- At least 5 years' experience in consumer electronics, software or services
- Fluent English
- Readiness to travel
- Entrepreneurial skills, business leader, a real "driving force"
- Strong communicator - verbally and in writing
- Strong negotiation skills
- Must be able to demonstrate and communicate corporate values and goals
- Must be able to develop independent solutions for complex tasks quickly and pragmatically
- Must independently master even difficult customer requirements
- The ideal candidate is a decisive and action-oriented personality who proactively takes up and solves open questions and works closely and team-oriented with internal stakeholders.
- Must be able to think strategically and fit into the current Libratone business structure but also able to identify improvement potential to support business growth
- Has a special affinity and passion for new technologies and wireless audio products

## Next steps

Send your application in English to [job@libratone.com](mailto:job@libratone.com).

Please do not hesitate to reach out with any questions.



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