

Key Account Manager

PNO Germany

PNO is the Nordic's largest trailer rental company. We are a family-owned company established in 1975 with our head office in Copenhagen, and with branches in Helsinki, Oslo, Helsingborg in Sweden, Horsens in Denmark and Venlo in Holland.

Our purpose is to lead the transition to sustainable freight, and we strongly believe that PNO can be a key driver of change in the logistics industry. To best serve our customers in the German market, we are expanding our scope and looking for candidates based in Germany.

About the job

You will work from the newly established PNO Germany office and work closely with the teams in the other PNO territories. Your primary focus centers around building a solid PNO presence with new customers and servicing existing customers in the German market. You will identify the needs and requirements to sell PNO's solutions. The goal is to contribute to establishing and growing our business to achieve long-term success for PNO in Germany.

At PNO we are looking for smart people, who are curious at heart and always looking for new ways of doing things. In a nutshell, we are a human-centered organization looking for team players who bring their honest selves to work every day.

Qualifications

- You have a proven track record in building strong relationships with customers through a thorough understanding of key customer needs, requirements and objectives
- Trailer product knowledge and industry experience
- Experience in generating new sales that turn into long-term relationships
- Experience with sales of rental and leasing solutions
- Experience in preparing forecasts to internal and external stakeholders

Skills

- Ability in problem-solving and negotiation
- Experience in sales and providing solutions based on customer needs
- Strong communication and interpersonal skills with aptitude in building relationships with professionals of all organizational levels
- Independent, but a team player
- Responsible and dedicated to your work and your team
- A balanced sense of optimism and humility with a desire to make things better

Benefits

- Competitive salary and meaningful work
- Flat organization and strong leadership
- Central office location
- Company healthcare insurance and pension plan
- Your choice in hardware, whatever equipment helps you get the job done

How to apply

Send your formal application and resume to Solvej Lee Ørnstrand, Head of Culture & Communication, at solvej@pnorental.com.

We are reviewing applications as they come until we find a match.



pnorental.com



[@PNO](https://www.linkedin.com/company/pno)



[@PNORental](https://www.instagram.com/PNORental)