



# Key Account Manager

PNO Denmark

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 Horsens, Venlo in Holland, Oslo, Helsinki, and Helsingborg.

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 Danish market, we are expanding our scope and looking for a candidate based in Horsens.

## **About the job**

You will work from our Horsens office and work closely with our Country Director, the commercial team as well as the local team. You will identify the needs and requirements to sell PNO's solutions and products to our current and potential customers. You will work directly with end customers and suppliers to maximize customer value securing profitable growth. The goal is to contribute to establishing and growing our business to achieve long-term success for PNO within the Danish territory and possibly also within the German market.

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 will create and maintain the client funnel of prospective clients in order to achieve the set targets
- You will identify new service offerings by liaising with different teams in the company to create new opportunities for our customers and PNO
- You will take accountability for coordinating and implementing strategic projects/services with clients to ensure the on-going revenue
- Experience in generating new sales that turn into long-term relationships
- Experience with sales of rental solutions
- Trailer product knowledge and industry experience is preferred
- Experience in preparing forecasts to internal and external stakeholders

- Experience in planning and delivering presentations that are current and in line with PNO's purpose in order to maintain and secure our business

### **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
- Training (learning) opportunities
- Company healthcare insurance and pension plan

### **How to apply**

Send your formal application and resume to Solvej Lee Ørnstrand, Head of People, Communication & Sustainability, at [solvej@pnorental.com](mailto:solvej@pnorental.com).

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



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