



Sales Director

PNO UK

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 Helsingborg, Helsinki, Oslo, Hamburg, 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 UK, we are expanding our scope and looking for a driven candidate to head our office as Sales Director. A candidate who brings her/his whole self to work, and prioritizes the need for work-life balance.

About the job

You will identify the opportunities, needs, and requirements to sell PNO's solutions, and play an important role in growing PNO's business in the UK. This involves hands-on management of the daily operation.

In this role, you will execute the strategy and targets set for the UK market, and manage both the strategic and operational sales process with the full support of the head office and the commercial teams across the different locations to deliver customer value & growth, profitability, and sales effectiveness.

PNO is on a high growth path, where we are looking for an ambitious and experienced Sales Director with extensive experience within the transportation and logistics industry to shape the commercial growth strategy and long-term success for PNO UK.

Qualifications

- You have a proven track record in building strong relationships with customers through a thorough understanding of key customer needs, requirements, and objectives
- You will identify new service offerings by liaising with different teams in PNO to create new opportunities for the local customers and PNO
- You have experience in generating new sales that turn into long-term relationships
- Experience with sales of rental, leasing, and/or asset sharing solutions is an advantage but not a must.
- Experience in managing assets could be operating a fleet of vehicles but could also be other assets.

- Great execution power and hands-on leadership skills

Skills & mindset

- Ability in problem-solving and negotiation
- Strong communication (verbal and written) and interpersonal skills with aptitude in building relationships with professionals of all organizational levels
- Strong creative problem-solving and analytical skills based on good judgment and initiative
- Independent, but a listening team player
- Curious and entrepreneurial
- Responsible and dedicated to your work and your team
- Experience in sales and operation - providing solutions based on customer needs
- A balanced sense of optimism and humility with a desire to make things better
- Structured and have experience with driving change

Benefits

- Competitive salary and meaningful work
- An organization with smart and thoughtful individuals
- Flat organization and strong leadership
- Bonus plan
- Company car

How to apply

Send your formal application and resume to Solvej Lee Ørnstrand, Head of People, Communication & Sustainability, at solvej@pnorental.com. We encourage you to view our [videos](#) before submitting your application. We are reviewing applications as they come until we find a match.

PNO is committed to providing employees with a work environment free of discrimination. We are committed to working with people of every race, color, age, religion, sex, sexual orientation, gender identity/expression, national origin, status as an individual with a disability.