

Commercial Product Manager

PNO Copenhagen

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 Germany, Holland, Norway, Finland, Sweden, and Poland.

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 different markets, we are expanding our scope and looking for a driven candidate who brings her/his whole self to work and prioritizes the need for work-life balance.

About the job

With reference to our Chief Commercial Officer, you will own our pricing concepts, be responsible for ongoing market intelligence and drive key projects to improve our commercial toolbox and processes.

You will

- Own development and maintenance of our pricing tool and price lists for standard products
- Prepare replies to large tenders
- Support our local country team on pricing for larger customers as well as regular reporting to larger customers
- Drive ad-hoc improvement projects (e.g., pricing concepts, pricing strategies, contract management, fleet management ...)
- Understand the trailer rental market and provide regular market intelligence updates

Qualifications

- Strong pricing toolbox
- Excellent skills in number crunching and Excel
- Project management experience
- Experience working with contracts or other forms of legal text

Skills & mindset

- A positive can-do attitude
- Commercial/sales focus
- Strong communication (verbal and written) and interpersonal skills with an aptitude for building relationships with professionals of all organizational levels
- Independent, but a listening team player
- Curious and entrepreneurial
- 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

How to apply

Send your formal application and resume to Ask Holme, Group Chief of Staff, at ask@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.