



# Key Account Manager

PNO Deutschland GmbH

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 branches in Germany, Finland, Norway, Sweden, Denmark, Holland, 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. We are growing rapidly, entering 1-2 new markets a year and taking more market share in existing countries. To best serve our customers in the German market, we are expanding our scope and looking for candidates to support us on our growth journey.

## About the job

You will work closely with our local Sales Director and the head office in Copenhagen. You will identify the needs and requirements to sell PNO's solutions. You will establish relationships with customers and help support the long-term growth of our business. In this position, you will actively be involved in the daily operation of the business and be closely involved in the strategic and operational sales process to ensure a successful implementation of the local sales plans.

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 daily.

## Qualifications

- You will create and maintain the pipeline of prospective clients 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 ongoing revenue
- Experience in generating new sales that turn into long-term relationships
- Experience with sales of rental solutions is an advantage but not a must

- Trailer product knowledge and industry experience are preferred
- Experience in preparing forecasts for internal and external stakeholders
- Experience in planning and delivering presentations that are current and in line with PNO's purpose 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 an aptitude for 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
- An organization with smart and thoughtful individuals
- Flat and dynamic organization
- Training (learning) opportunities

### **How to apply**

Send your formal application and resume to Ibrahim Ces, Recruitment Coordinator, at [ibrahim@pnorental.com](mailto:ibrahim@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.



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