



AREA SALES MANAGER

PNO Deutschland GmbH - Hamburg Office or remote for other regions

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 yearly and taking more market share in existing countries.

To accelerate the transition to sustainable freight PNO is delivering digital experiences to customers and employees across all our touch points supporting one of the largest asset fleets in Europe.

To best serve our customers in the German market, we are expanding our scope and looking for a candidate to support us on our growth journey.

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 region. This involves hands-on management of the daily operation. In this role, you will be responsible for the regional clients and the strategy execution to reach the set targets. You will manage both the strategic and operational sales process with the support of the office in Hamburg and the commercial teams across the different locations, including the head office in Copenhagen, to deliver customer value & growth, profitability, and sales effectiveness.

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.

Key responsibilities

- You will be selling short & long-term rental solutions and digital trailer management solutions as a service to the clients in your region.
- You will be keen on inspiring clients for PNO's digital solutions and proactively supporting growth, i.e. by managing projects or pilots.



- You will develop the region and, over time hire new account managers to support the growth
- You will create and maintain the pipeline of prospective clients/businesses to achieve the set targets.
- You will develop, manage & execute customer plans & take accountability for negotiating deals & tenders.
- You will align with Operations in the German head office in Hamburg to find the right customer solutions.
- You will use company procedures and sales tools like CRM to document customer interaction, needs, and plans.

Our requirements

- A seasoned sales professional with a proven track record of targeting, pursuing and winning opportunities - with a thorough understanding of key customer needs, requirements, and objectives
- Highly developed consultative selling approach, persuasiveness, and influencing skills with the ability to handle most common customer objections
- Ability to build short-, mid-, and long-term customer plans with key business factors.
- Experience with sales of rental, leasing, and/or asset-sharing solutions is an advantage but not a must.
- Financial acumen to understand implications of client's asset investment decisions & ability to articulate this to the customer.
- Experience in dealing with uncertainty, bringing an entrepreneurial spirit and hands-on mindset to improve things with your team
- Great execution power and hands-on leadership skills
- Independent but a team player, hands-on and humble
- 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 sound judgment and initiative
- A balanced sense of optimism and humility with a desire to make things better
- Willingness to travel extensively and in possession of a driving license

Benefits

- An organization with smart and thoughtful individuals
- Flat and dynamic organization

- Opportunity to make an impact on a large market like Germany and be a part of a dynamic team
- Competitive salary and meaningful work
- Company Electric car, also for private use
- 30 days holiday & flexible working hours
- Training (learning) opportunities

How to apply

Send your formal application and resume to Ibrahim Ces, Recruitment Coordinator, at 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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