

PNO | COMMERCIAL | DE

## KEY ACCOUNT MANAGER - GERMANY

PNO is the Nordics' 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, the Netherlands, and Poland.

At PNO Rental, we're not just renting trailers; we're leading the transition to sustainable freight. As one of Europe's leading trailer rental companies, we combine innovation, efficiency, and bold thinking to stay ahead of the curve.

Now, we're looking for a **Key Account Manager** to join our growing team – someone who doesn't just *follow* targets but *chases* them, thrives in dynamic environments, and knows how to turn opportunities into long-term partnerships.

### ABOUT THE JOB

As our new Key Account Manager, you'll work with our new and existing customers to offer them innovative and competitive solutions.

As our Key Account Manager, your mission is clear: drive growth, build strategic partnerships, and deliver exceptional value to our customers. You'll be at the forefront of our sales strategy, owning relationships with key clients, and ensuring PNO remains their partner of choice.

- Own and grow a portfolio of strategic key accounts, ensuring strong relationships and revenue growth
- Identify and pursue new business opportunities with a hunter mentality, turning leads into loyal customers
- Understand customer needs deeply, anticipate challenges, and offer tailored solutions
- Negotiate contracts and close deals confidently and with a win-win mindset
- Collaborate across our organization to ensure timely delivery of products and services, resolving any issues with a sense of urgency and innovation
- with operations, sustainability, and other internal teams to ensure seamless delivery
- Stay ahead of market trends, customer insights, and competitor activity to inform strategic decisions
- Challenge assumptions and propose bold, innovative solutions – both internally and externally

## SKILLS, EXPERIENCES & BACKGROUND

- A true sales hunter with a passion for closing deals and building lasting relationships
- 3+ years of experience in B2B sales
- Strong negotiation skills and a track record of exceeding sales targets
- Curious mindset – always asking “Why not?” and pushing for better solutions
- Dynamic and adaptable, thriving in a fast-paced, ever-changing environment
- Excellent communication and presentation skills, with the ability to engage stakeholders at all levels
- A team player, but also highly self-driven and independent.
- Proficiency in CRM tools and a data-driven approach to sales
- You embody our values of responsibility, common sense, and long-term thinking

## BENEFITS

- An organization with a dynamic team of smart and thoughtful individuals
- Flat and dynamic organizational culture
- Competitive salary and meaningful work
- Company healthcare insurance and pension plan

## THE INTERVIEW PROCESS

1. Meet our Chief Growth Officer, Christian and Chief Sales Officer, Pauli and Country Director, Wemal.
2. Personality test and an interview with our Chief Impact Officer, Solvej Lee Ørnstrand.

**If you're excited by this opportunity and see yourself in this role, we'd love to hear from you.**

## HOW TO APPLY

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