

PNO | COMMERCIAL | FINLAND

STRATEGIC KEY ACCOUNT MANAGER

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, relationships drive our success. We are seeking a Key Account Manager who excels in nurturing long-term partnerships and delivering value to our key customers in Finland.

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 customers, 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 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
- 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

- Proven ability to deepen relationships with existing customers while identifying opportunities for mutual growth
- 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
- As a salesperson, you trust in the power of structured sales tools and processes to enhance efficiency and maximize results
- 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 Sales Director, Kai.
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. 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.