

# **KEY ACCOUNT MANAGER, FI**

## **About the Role**

We are looking for a Key Account Manager to grow PNO's business in Finland. The weight of this role is on growing and managing our portfolio across Finland. You will open conversations, and convert them into customers. You will also carry a portfolio of existing accounts that you'll be expected to keep healthy and grow.

This is a hunter role for someone who hunts properly. We are not looking for activity for its own sake or pipeline that doesn't close. We're looking for someone who studies the market, picks targets deliberately, prepares for the conversation, qualifies hard, and follows through on every commitment they make to customers and to colleagues.

The Finnish trailer rental market is mature, competitive, and price-sensitive. Volume growth is slow and customers know their numbers. Winning here means earning trust as a serious commercial counterpart, not outshouting the competition.

## **Your Responsibilities**

- Manage and grow a portfolio of both small and mid-sized Finnish customers.
- Identify and convert new business opportunities within this segment.
- Negotiate with clarity and confidence.
- Develop long-term relationships with key stakeholders—ensuring trust, responsiveness, and reliability.
- Track performance, spot trends, and act on insights to improve both customer experience and commercial results.
- Collaborate closely with the customer service and fleet operations to ensure excellent delivery and execution.
- Represent PNO's values in every interaction, bringing forward a mindset of professionalism and commercial excellence.
- Keep your CRM clean and your forecast honest. We make decisions based on what the pipeline tells us, so it needs to be accurate.
- Report on what's working, what isn't, and what the market is telling us about pricing, demand, and competitors.

## 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 Sales Officer, Pauli and Country Sales Director, Kai.
2. Personality and AI test and an interview with our Chief Impact Officer, Solvej Lee Ørnstrand.

***Any questions about the role? Please reach out to Kai (our Country Sales Director) at + 358 447713330 (Monday to Friday from 08:00-10:00 for questions).***

## 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.