

ONLINE KEY ACCOUNT MANAGER

Engelbrechts is a Danish company creating beautiful, sculptural and functional furniture, especially dedicated to the subject of seating.

We are now looking for an Online Key Account Manager who will coordinate business for online key accounts in the European region. We are a small and dedicated team, and as our Online Key Account Manager you will get a central role in developing our online presence and drive our online sales through key online channels.

Engelbrechts is pursuing an ambitious growth strategy, with online channels as a corner stone.

TASKS & RESPONSIBILITIES

- Managing eTailers
- Negotiating and managing price alignments throughout the e-markets
- Channel Marketing: defining and executing a yearly marketing plan for online sales together with the Marketing Manager
- Marketing analytics: making sure the performance is tracked; measuring and reporting ROI
- Sales forecasting, monitoring sales results and reporting
- Cross-functional collaboration with marketing, sales, logistics and finance teams
- Searching for new online sales channels in the area
- Coordinating and executing new eTailer launches
- Setting up KPIs, driving analysis of eTailer's performances
- Content management: analysing eTailers' websites and creating recommendations and plans for improvement and execution

You will work closely together with the sales and marketing teams and report directly to the Global Sales Director.

QUALIFICATIONS

- Proficiency in eCommerce management
- Strong financial and analytical skills
- Team player
- Excellent presentation and communications skills, both written and verbal
- Fluent in English and German, further languages are an advantage
- Experience and flair for Design, Architecture and Lifestyle
- Experience in Key Account management, sales, and marketing

WANT TO JOIN OUR TEAM?

Please send your application and resume in English to Global Sales Director, Valerie Schmidt, valerie@engelbrechts.com

Interviews will be held on an ongoing basis, so send your application as soon as possible.

ABOUT ENGELBRECHTS

Engelbrechts is founded by Morten Engelbrecht in 1989 and has since developed, produced and marketed Danish design furniture to the quality conscious user.

Visit www.engelbrechts.com for further information.

