

# Key Account Manager

**Do you have a strong sales mindset and a passion for building lasting client relationships? Are you ready to take ownership of online key accounts and drive their success? If so, this position is perfect for you!**

## The Role

As our Key Account Manager, you will be responsible for managing and growing relationships with selected online key accounts, driving sales, and ensuring strategic alignment. You will play a key role in optimizing product selections, analyzing sales performance, and developing tailored growth plans. Your ability to combine data analysis with strong sales execution will be essential to your success.

## Key Responsibilities:

- Develop and nurture relationships with key online accounts to drive sales and meet KPIs
- Identify growth opportunities through data analysis and seasonal sales performance tracking
- Collaborate with clients to select the right product assortment and ensure optimal product presentation
- Work closely with internal teams to maintain and enhance product information across platforms
- Drive D2D sales growth through structured follow-ups and strategic initiatives
- Managing full backend system processes
- Support the development of new products in collaboration with category teams
- Create and execute growth plans aligned with overall business strategy

## Who you are

We are looking for a commercially driven professional who thrives in a fast-paced environment and is motivated by results. You are analytical, structured, and proactive in your approach to sales and account management.

To succeed, we expect that you have:

- Minimum three years of experience in a similar Key Account Manager role, preferably within the fashion industry
- Proven track record of achieving and exceeding sales targets
- Strong relationship-building and negotiation skills
- Analytical mindset with the ability to interpret data and drive informed decisions
- Experience with Microsoft office
- Confident working with Business Central and PowerBI
- Fluent in Danish and English, both written and spoken.

## What we offer you

We offer you the opportunity to join a fast-growing, agile, international company, where you will meet a social, dynamic, and committed team. You can look forward to playing a significant role within the sales department. We are a dedicated and young team with a high team spirit and enthusiasm. We love to work hard while listening to music, and we hope you have the same passion as we do.

The Rains culture is living every day when we perform our jobs and are social with each other outside of our work. Our employees matter to us and therefore we offer numerous employee benefits, including a lovely canteen, staff discounts, fitness facilities, pension and health insurance. The workplace will be at our new headquarters in Lisbjerg, Aarhus N, Denmark, the position is full-time.

## Want to join?

If we have captured your interest, we look forward to hearing from you. Please submit your application and portfolio below.

We will frequently review and contact applicants, and we reserve the right to take down the position before the deadline.

Only applications submitted through our e-recruitment process will be considered. By applying, you agree to have your personal data processed in accordance with our Privacy Policy.

We look forward to hearing from you!

