

# Corporate Sales Specialist – HQ

Do you have a strong commercial mindset combined with a passion for building relationships and creating new business opportunities? At Rains, we are in the middle of an exciting growth journey. We are expanding our global footprint and strengthening the way we work with partners, markets, and distribution channels.

To support this, we are looking for a Corporate Sales Specialist, Outbound, to join our team. Someone who thrives on proactive outreach, building new client relationships and developing strong key accounts. You will be part of an informal yet ambitious environment where initiative, persistence, and collaboration go hand in hand.

## The Role

As our Corporate Sales Specialist, you will be responsible for driving new business through proactive outreach and relationship building. You will identify and engage with potential new key accounts, establish new connections, and nurture long-term client relationships. You will be structured and responsible for managing orders, administration and communication tasks related to the role.

## Key Responsibilities

### Outbound Sales & Business development

- Proactively identify and approach potential new clients and key accounts
- Drive outbound sales activities across relevant markets and segments
- Build and maintain a strong pipeline of prospects and opportunities
- Ensure high levels of customer satisfaction and retention

### Client Relationships & Account administration

- Create a structured work flow to manage quotations and capture sales
- Be comfortable using multiple IT systems, including Rains' B2B showroom
- Co-ordinate complex orders with multiple external stakeholders to ensure great customer service

### Market & Opportunity insights

- Monitor market trends and identify new business opportunities
- Gather insights from clients and prospects to support commercial strategies
- Collaborate with internal teams to align offerings with market needs

### Collaboration & Execution

- Work closely with internal teams to ensure smooth onboarding of new clients
- Collaborate with logistics to ensure smooth deliveries
- Align with Marketing on outreach strategies and campaigns
- Support contract negotiations and commercial agreements

## The Ideal Profile

We are looking for someone who is proactive, relationship-driven, and results-oriented, with a strong ability to open doors and build lasting partnerships.

### We imagine you:

- Have 3–5 years of experience in outbound sales, corporate sales, or business development
- Have a proven track record of creating new business and building client relationships
- Are confident in proactive outreach and establishing new connections
- Have experience working with key accounts or B2B clients
- Are structured and able to manage a pipeline of opportunities independently
- Have strong communication and negotiation skills
- Are self-driven, persistent, and motivated by achieving targets
- Are fluent in English, both written and spoken

## Why Work with Us

Rains is an urban lifestyle brand, built to inspire people to get out there — wherever *'there'* is. We innovate, design and push for exploration. And we work in the same way: with purpose, agility and a clear sense of direction.

Joining Rains means becoming part of a company that is forward-thinking, curious and bold. We

care about what we create, how we work, and the impact we leave behind. As individuals, as a brand and as part of something bigger. Our culture is built on integrity, growth, connection and collaboration — and a shared drive to disrupt and do better. Not just in business, but for the communities and environments we are part of.

Our employees are the hearts and minds behind everything we do, and that is why it is important for us to create a workplace that supports, inspires, and develops them. At Rains, we offer a range of employee benefits, including staff discounts, pension, and health insurance. Employee benefits may vary depending on location.

We are growing fast, but we are not chasing scale for scale's sake. We are building something meaningful. And we are looking for people who want to join the journey.

### **What We Offer**

- A role with great impact on the business
- A dynamic and fast-growing company
- A social, ambitious, and collaborative team
- Opportunities for professional and personal development
- A workplace located at our beautiful HQ

### **Join the Team**

If you could see yourself in this position and want to be a member of a fast-growing brand, we would love to have your application. We evaluate applications continuously, so do not hesitate to apply today.

At Rains, diversity isn't just welcomed — it's part of who we are. No matter your background, if you're ready to contribute and grow within the world of urban exploration, there's a place for you here.

**Your application must be submitted through our e-recruitment process to be considered.**

In connection with this recruitment, your personal data will be registered and processed by Rains ApS to be able to contact you, and evaluate whether you are the right candidate for the position.

You can find out more about your rights, the purpose of the processing and the basis for such processing in our [Privacy Policy Rains®](#) | [Privatlivspolitik](#).

We look forward to hearing from you!