Sales Manager – Sweden

At Rains, we are in an exciting phase of growth and development. As we continue to strengthen our international presence, the Sweden market plays a key role in our overall commercial ambition. We are now looking for a Sales Manager with a hands-on, commercially grounded approach – focused on partnerships, performance, and long-term growth in our Sweden market.
The role is based at our Copenhagen office, with Sweden as your primary market and regular travel between the two.

The Role

As our new Sales Manager, you will oversee Rains' wholesale accounts in Sweden — and manage and grow our wholesale business, working closely with our Sales Director and the wider team in Copenhagen.
This is a midweight role for someone who enjoys working with sales, structure and execution — and knows how to turn opportunities into measurable results. You thrive in a dynamic environment, work independently while staying aligned with the team, keep day-to-day sales activities running smoothly.

Your Overall Responsibilities:

Account Management

- Own the end-to-end sales journey for wholesale accounts.
- Act as primary point of contact for key accounts.
- Build long-term partnerships and secure sales and brand targets.
- Monitor sell-through and drive performance.
- Identify new prospects and opportunities within the region.
- Negotiate commercial terms.
- Conduct sales appointments and staff training sessions.

Cross-Functional Execution

- Co-ordinate closely with Logistics and Finance to ensure all administrative account management tasks are undertaken to a high standard.
- Manage the showroom appointments calendar in co-ordination with the local team.
- Manage the travel calendar to execute staff trainings, store visits and sales appointments across Sweden, with approximately 50–70 travel days per year.
- Follow sales performance and account progress, providing regular updates to management.
- Contribute to improvements and put ideas into action through a practical, structured approach.

The Ideal Profile

With an organised, commercially minded approach, you take ownership of your day-to-day responsibilities. Taking initiative comes naturally, and move comfortably between planning and day-to-day sales execution. You are proactive in your approach, follow up on opportunities and know how to keep things moving.
You have a confident and energetic mindset with a go-getter attitude. Curiosity and a strong understanding of the Swedish market, drive your approach to its customers, trends and competitive landscape. You stay up to date on the market, identify relevant opportunities and follow through on them to strengthen Rains' position in Sweden.
You are comfortable working from our Copenhagen office five days a week and travelling frequently to Sweden, where you will build strong relationships and develop the market.

We imagine you bring:

•At least 2- 3 years of experience within sales and account management
•Experience working with fashion retailers and independents in Sweden.
•Strong negotiation and relationship-building skills
•High level of organization and ability to manage several processes at once
•Ability to translate insights into structured actions
•A curious, proactive and commercially minded approach, with a willingness to take initiative and follow through.
•Strong brand knowledge and genuine conviction in Rains' product universe
•Fluent written and spoken Swedish and English

Frequent travel to meet wholesale accounts, attend sales appointments and visit stores in Sweden should be expected (approximately 50–70 travel days per year).

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 and how we work. As individuals and as a brand. Our culture is built on integrity, connection and collaboration — plus a shared drive to disrupt.

Our employees are the hearts and minds behind everything we do, and that is why it's important for us to create a workplace that supports, inspires, and develops. 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're building something meaningful. And we're looking for people who want to be part of the journey.

Join the Team

If you are excited to shape the future of Rains, within Sales, and think this sounds like the right fit for you — we would love to hear from you. Please submit your application and CV below. We will continuously review applications and reserve the right to take down the position before the deadline, so don't 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.

You are welcome to submit your application in either English or Swedish. 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!