



# Architectural Sales Manager, Los Angeles

We are looking for an organized, energetic, and curious Architectural Sales Manager based in Los Angeles.

As an Architectural Sales Manager at Dinesen, you will be responsible for building long-lasting relationships with clients. Your passion for generating sustainable growth for the business is what drives you, and you are a collaborative team player who delivers tangible results together with your US teammates.

Dinesen is looking for someone with your expertise and skills to join our team! Be part of an internationally renowned Danish design brand's talented and ambitious sales and marketing team towards growth. Work closely with architects and designers in the US on meaningful and aesthetically pleasing residential projects.

The job requires organization and coordination of multiple tasks while maintaining focus on the big picture. Effective communication and presentation skills are necessary for interactions with clients, team members, and within the organization.

## Tasks and areas of responsibility:

Upon completion of your training, you will assume the responsibility of developing client portfolios in specific areas. You will work closely with both end-clients, contractor, architect, designers and developers. Your duties will include the following tasks:

- Organize and carry out a target of 20 monthly meetings.
- Hosting of events, Lunch & Learns and webinars.
- Need and project scope identification and sales negotiations with key stakeholders.
- Identifying and maintaining relations with all stakeholders in the individual projects.
- Researching and identify new clients opportunities.
- Meeting registration and keeping CRM fully updated.
- Assist in fostering positive development and growth in the area, while embodying Dinesen's values and strategic vision.
- Regular trip to San Francisco, San Diego and Seattle.

## Qualifications:

- You have experience with project management and a clear understanding of the sales process.
- You understand the client's needs and can effectively close projects.
- You have a strong capacity for structuring and planning an efficient work week, keeping track of the big picture, and focusing on what generates the most value without losing sight of the details.
- You are outgoing and a skilled communicator.
- You are good at building long-term relations with key stakeholders.
- You continually develop your pipeline by adding new projects based on you and your team's efforts.
- You are always curious to uncover new business opportunities.
- You always find your way to the clients via email, phone, social media, and networking.
- Ideally, you have experience with Microsoft Dynamics, Navision, and 365 Office.
- You are experienced with A/D sales; having a network is a plus.
- You are able to acquire the necessary technical knowledge about flooring installation.

## On a personal level:

You possess a vibrant personality that is goal-oriented and outgoing. Your passion lies in sales and project management, and you can work independently while being proactive, pragmatic, and curious by nature. You have a knack for identifying and seizing opportunities, and you have a strong sense of quality and craftsmanship. You are personally interested in design and architecture and have an entrepreneurial mindset with a drive to build your own territory.

- The position is full-time, starting as soon as possible. Before entering the position, you will complete a thorough onboarding program in Denmark at the HQ.
- You will be working closely with our Country Manager in New York and in correlation with our Project Manager and Head of Sales based in Denmark, as well as the production and organization.
- You will maintain a close dialogue with colleagues daily, weekly, and monthly on team and project meetings.
- You should expect bi-monthly travel activity in the US for new biz, project meetings, or events.
- The base is intended to be in Los Angeles, but remote work and co-working spaces are options to facilitate communication with the Country Manager.

## How to apply:

Kindly submit your resume, application letter, and any other relevant documents to [info@dinesen.com](mailto:info@dinesen.com). We look forward to hearing from you!

For more information about the position, feel free to Anne-Line Dinesen, via email at [albd@dinesen.com](mailto:albd@dinesen.com) or by phone at +45 2550 59 80.

The salary range for this position is between USD 85,000 and USD 105,000, with a bonus opportunity.

## About Dinesen

Dinesen is the foremost manufacturer of exclusive plank floors in Denmark. The company has been family-owned since its establishment in 1898 as a sawmill, which set the bar for quality wood. Today, five generations later, Dinesen is an esteemed and distinguished design brand. Dinesen prioritizes quality curiosity, and a care for nature, and every floor is custom-made in close consultation with the customers, including international designers and architects. The production takes place in Denmark, yet Dinesen floors are a source of well-being, calm, and beauty in spaces worldwide – from private homes to large, public, and cultural settings. With an export ratio of approximately 60%, Dinesen carries out projects in over 50 countries each year.