

Key Account Manager – Enterprise & Direct Business North (m/w/d) Strategic Sales – Enterprise Customers, Interior Design, Contract Business

Employer - Executive Search

Our client is the German subsidiary of an internationally successful corporate group with Scandinavian origins. The company develops and distributes high-quality, design-oriented, and functional solutions for the furniture, office, interior, and contract sectors.

The products and system solutions stand for quality, design, sustainability, and technical application expertise. The customer base includes manufacturers, retail partners, contract furnishers, planning and implementation partners, as well as companies that design, equip, and realize high-quality work, living, and interior spaces.

Role and interfaces

As the Key Account Manager – Enterprise & Direct Business North, you will play a key role in further developing the direct business in Northern Germany. You will identify, develop, and manage strategically important customers and partners in the fields of enterprise accounts, interior design, workplace solutions, contract furnishing, and high-quality interior fit-out.

The focus is on building strong and resilient customer relationships with decision-makers, planners, designers, and implementation partners. You understand the requirements of large organizations in terms of design, functionality, quality, sustainability, and economic feasibility – and translate these into tailored solutions from the company's portfolio.

Responsibilities

- Build and develop direct business with enterprise customers, corporate accounts, and professional project decision-makers in Northern Germany
- Identify relevant target customers in the fields of office, interior, workplace, hospitality, public spaces, education, healthcare, and contract business
- Establish relationships with interior design firms, contract furnishers, workplace consultants, planning offices, and corporate real estate decision-makers
- Manage and strategically develop selected key accounts as well as build new direct customer relationships
- Conduct market monitoring, opportunity analysis, and structured identification of sales opportunities in the direct business
- Present high-quality product and solution concepts to customers, project partners, and decision-makers
- Work closely with international sales management, product management, marketing, and internal specialist departments
- Contribute to the development of a clear market strategy for Enterprise & Direct Business North
- Represent the company at client meetings, industry events, trade fairs, and networking events
- Maintain professional CRM documentation, pipeline development, and reliable forecasting

Education & Qualifications (m/f/d)

- Experience in strategic B2B sales, key account management, or business development
- Industry knowledge in the fields of interior, office furniture, contract furniture, contract furnishing, design, architecture, workplace solutions, furniture industry, or
- high-quality B2B furnishing solutions Experience in direct sales, project business, or in developing complex customer relationships involving multiple decision-makers
- Confident presence when dealing with enterprise clients, planners, interior designers, executives, procurement, and project stakeholders
- Strong sense for design, functionality, material quality, sustainability, and professional spatial solutions
- Ability to develop new markets in a structured way and build long-term customer relationships
- Strong communication skills, initiative, reliability, and an entrepreneurial sales mindset
- Very good German and good English skills for international interfaces (minimum C1)
- Willingness to travel within the sales region as well as for selected national and international appointments

Contract offer

- Newly created key position within an internationally successful corporate group
- Strategic role with direct impact on the expansion of the German direct business Responsible sales position with significant scope for shaping and influencing outcomes
- International collaboration within a Scandinavian-influenced corporate culture
- Attractive compensation package including performance-based components Company car arrangement or mobility solution in line with corporate standards
- Remote working from the Hamburg–Hanover region with a strong focus on customer proximity Long-term development prospects in key account management and business development

We're looking forward hearing from you. Interested?

Please Send us your CV and letter of motivation in German to bewerbung@kontrast-gmbh.de. We'll contact you for further details. Our service for you is for free!



Please Send us your to bewerbung@kontrast-gmbh.de.
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