Key Account Manager

Deadline:
15-12-2026

Contact person:
Johanna Norin

Job area:
Key Account Manager

Job type:
Full time

Location:
HQ / Aldersrogade 1, 2100, Copenhagen

Do you have solid experience in Key Account Management and a talent for building strong relationships? Are you a commercially driven team player with strong analytical skills and ideas that turn opportunities into results? Then you could be the colleague we are looking for to join our KAM team, taking on responsibility for one of SÆTHER's largest Nordic retail partners.

As our new, experienced Key Account Manager, you will take responsibility for one of our largest Nordic retail customers, managing and developing the partnership for a portfolio of strong beauty brands.

This is an opportunity to make a commercial impact, work closely with dedicated colleagues across the Nordics and help develop a customer partnership with significant potential.

The position can be based in either Copenhagen or Stockholm.

About the role

As Key Account Manager, you will drive sales, profitability and customer development across the market. You will translate commercial priorities into clear account plans and ensure that agreements, launches and activities are brought to life in close collaboration with the customer and your colleagues.

You will be a key link between the retailer and our Nordic Brand Managers, sales and marketing teams, retail teams and Customer Service. Building alignment across markets and functions will be an essential part of your role, alongside understanding the opportunities and needs of each market.

The role combines strategic account development with hands-on execution. Your responsibilities will range from negotiations and customer meetings to coordinating launches and following up on sales performance.

You will report to our Sales Director and have people management responsibility for a Key Account Coordinator, with support and sparring from your colleagues in the KAM team.

Your key responsibilities

- Develop and execute Nordic account plans that drive sales, profitability and long-term growth.
- Own sales targets and budgets for your account, including reporting and ongoing performance follow-up.
- Build strong relationships with key stakeholders at the retailer, at both Nordic and local levels.
- Lead customer meetings and negotiate commercial agreements.
- Identify growth opportunities through sales analysis, customer insights and knowledge of market developments.
- Plan and coordinate launches, campaigns and commercial activities with the customer and internal teams.
- Ensure alignment across Nordic markets, balancing shared priorities with local opportunities.
- Lead and develop your Key Account Coordinator, setting clear priorities and supporting day-to-day execution.

What you bring

You have at least five years of experience in Key Account Management, including responsibility for a broad product portfolio. Experience within beauty, branded consumer

goods, FMCG or retail is an advantage, and experience managing Nordic accounts will be valuable.
You have a strong commercial mindset and understand how to develop a customer partnership through sound analysis, relevant ideas and consistent follow-through. You are confident in negotiations and comfortable taking ownership of both the relationship and the results.
You work independently and bring structure to a busy working day. At the same time, you enjoy collaborating, sharing knowledge and finding solutions together. You build trust, communicate clearly and bring positive energy to the people around you.
We also expect you to have:

- A relevant commercial education or a bachelor's or master's degree.
- Strong analytical skills and a confident understanding of sales figures, budgets and commercial terms.
- A digital mindset and an understanding of how marketing and commercial activities support customer growth.
- Solid experience with Microsoft Office, particularly Excel, and Business Intelligence tools.
- Strong communication skills in Danish and English, both written and spoken.

What do we offer you?

At SÆTHER, **Passion, Relations and Results** are our guiding stars. You will join a dedicated and professional team with colleagues across the Nordic countries and a shared ambition to develop our brands, customer partnerships and business.
We offer a role with ownership, a broad network of stakeholders and the opportunity to influence how we work. You will have experienced colleagues to learn from and exchange ideas with, and we welcome your input on how we can improve.
Our working environment is informal, busy and positive, with room for initiative and professional development. We offer competitive employment terms, including pension, health insurance and other employee benefits.

Interested?

Please upload your CV and application as soon as possible. We review applications and invite candidates for interviews on an ongoing basis.
We look forward to hearing from you.