

LOOKING FOR AN OPPORTUNITY WITH TRUE IMPACT?

MARKET MANAGER (M/F/D) AT EVA SOLO GMBH



Eva Solo, a leading Danish design brand, is seeking an experienced and motivated Market Manager to oversee operations and expand sales in Germany and Austria. Known for innovative Scandinavian design, Eva Solo operates under three distinct brands: Eva Solo, Eva Trio, and Please Wait to be Seated, offering products across kitchen, living, outdoor, and furniture categories.

RESPONSIBILITIES

- Full strategic and operational management of Eva Solo GmbH in Germany and Austria.
- Manage P/L, budgets, forecasts, and KPIs with regular reporting.
- Lead a team of two German sales representatives in addition agents to meet sales targets.
- Develop and implement market expansion strategies and customer acquisition plans.
- Manage key accounts, fostering long-term partnerships.
- Organize and participate in trade shows.
- Conduct regular market analysis and identify growth opportunities.
- Work independently from a home office, with frequent travel for client meetings and events.

WHAT WE OFFER

- A key role with decision-making authority in managing Eva Solo GmbH.
- Flexibility to work from home and manage your own schedule.
- A creative and dynamic environment in a global company with direct contact to executive management.
- Attractive salary, company car, and comprehensive benefits package.
- The chance to shape Eva Solo's brand presence and success.

We expect you to be based in Germany, familiar with the local culture, and fluent in German. You will report to the Commercial Director in Denmark and be part of the Commercial Manager Team.

PROFILE

- Degree in Business Administration, Marketing, Design, or similar.
- Proven experience in commercial management, preferably in luxury consumer goods or lifestyle brands. Knowledge of e-tail and furniture contract business is an advantage.
- Strong business development and key account management skills.
- Team leadership experience with the ability to motivate and develop people.
- Passion for design and lifestyle, with a genuine affinity for high-quality products.
- Willingness to travel regularly within Germany, Austria, and Denmark.
- Strong organizational, communication and negotiation skills, with proficiency in MS Office and ideally D365.

ABOUT EVA SOLO

Founded in 1913, Eva Solo is a globally recognized Danish design brand offering luxury products for indoor and outdoor spaces. With a commitment to timeless aesthetics, quality, and functionality, we remain family-owned and dedicated to upholding our Danish design heritage. Based near Copenhagen, our team of 80 employees is dedicated to craftsmanship and innovation.

APPLICATION

Please send your application and CV to job@evasolo.com. It is essential to include specific examples of your past achievements and explain how you plan to apply these to the role at Eva Solo. We will conduct interviews on a rolling basis, so don't hesitate to apply.

If you have any questions about the position, feel free to contact Commercial Director, Birgitte Hart Hasbo, at bhh@evasolo.com.

We look forward to hearing from you!