



RESULT-ORIENTED CSO WITH A KEEN EYE FOR DETAILS AND INTERNATIONAL EXPERIENCE

Queen® Flowers is a leading flower brand, known for its innovative plants and bouquets that last for at least 3 weeks. Our vision is to become the most recognized, reliable, and valuable flower brand in the world, making every day more beautiful with sustainable, long-lasting plants and flowers, meeting the demand of modern consumers. Our customers include end consumers, retailers, garden centers, and florists and we are continuously working on expanding our customer portfolio.

We are seeking an experienced Chief Sales Officer with strong interpersonal skills. Our experienced organization, innovative approach to product development, and high quality have secured a market-leading position in Scandinavia and as CSO, you will maintain this position while becoming an integrated part of our strategy to gain market share in Europe. Dealing with fast-moving consumer goods creates a fast-paced sales environment, and with production in Denmark, Türkiye, and the Netherlands, you will have the responsibility and capacity to expand and build new customer bases across Scandinavia and Europe. We are a market-demand-driven organization, and you will play a crucial role in staying on top of the market, thus utilizing your knowledge in the continued introduction of new products and innovative concepts where you will be expected to provide valuable insights and seek out opportunities to drive growth in new and existing markets.

Job responsibilities:

- Develop and execute our expansion strategy, utilizing our production in Denmark, Türkiye and the Netherlands to drive revenue and expand market presence in Europe.
- Oversee sales forecasting, budgeting, and goal-setting initiatives.
- Maintain strong relationships with existing clients while actively managing international collaborations and partnerships to maximize business opportunities.
- Build and lead an international sales team together with our current sales organization, fostering a collaborative and high-performing culture.
- Collaborate closely with cross-functional teams when taking an active part in the development and introduction of new products and concepts.

Qualifications and skills:

- Proven experience in an international senior sales leadership position, demonstrating a record of success in driving revenue growth and building teams.
- Exceptional leadership skills with a keen eye for detail, structure and a strong emphasis on relationship-building and communication.
- Ability to thrive in a fast-paced, dynamic environment and prioritize competing demands.
- Curious towards new opportunities and an ability to drive change within the organization.
- Strong strategic thinking and problem-solving abilities through excellent communication and interpersonal skills.

Queen® is a global company divided into three business units. You will be surrounded by a decisive organization and colleagues with extensive professional knowledge where we prioritize collegial solidarity and integrity. While our head office is in Hinnerup, we have sales departments in the Netherlands, Türkiye and Canada as well and have successfully fostered close collaborations across the departments. We offer an exciting position in a company with a high drive and opportunities for growth and development.

Admit your application via apply-cso@queen.dk. We process applications on a continuous basis and close the job opening once the right candidate has been found.

