

## Join DICOTA - A Thriving and Inspiring Journey in the Nordics!

Are you ready to embark on an exciting journey with DICOTA, a renowned market leader in notebook cases and mobile accessories for over 30 years? We are expanding internationally and looking for a highly motivated and result-oriented

### Key Account Manager (m/f/d)

to join our team from 1.10.23 or by agreement

#### Why DICOTA?

- Dynamic Environment: Your skills & personality make all the difference.
- Autonomy: Thrive in flat hierarchies, make a real impact.
- Passionate Culture: 30 years young with a startup flair.
- Recognition: Your commitment & performance are highly valued.
- Premium brand: Succeed with premium products and services.
- Sustainability: It's at the heart of everything we do.

#### Your new role

- Drive sales initiatives to achieve revenue targets and market share in the Nordics.
- Cultivate strong customer relationships and create new opportunities & partnerships.
- Collaborate with marketing to support campaigns and product launches.
- Attend local trade shows, monitor market trends, and provide insights.

#### Your profile

- Proven sales track record, preferably in consumer electronics.
- Excellent communication, negotiation, and strategic thinking skills.
- Experienced in managing IT channels and distribution network, used to working with B2B and B2C partners.
- You go the extra mile, you love to play and perform.
- Self-motivated, results-oriented team player.
- Fluent in English and (specific language(s)).

Are you someone who seeks to make a difference and have fun while working, we would love to hear from you! Please send your application documents with salary requirements to [jobs@dct.group](mailto:jobs@dct.group).

For more information, feel free to reach out to our Country Manager Nordics, Jimmi Raadberg, at [Jimmi.Raadberg@dct.group](mailto:Jimmi.Raadberg@dct.group).

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