

## ***Seeking an Export Manager:***

## ***Play a key role in developing the export business for a young craft distillery***

*Thornæs Destilleri is looking for an energetic and ambitious Export Manager to drive the international growth agenda of our high-quality spirits.*

Thornæs Destilleri is a Danish craft distillery that develops, produces, and markets single malt whisky and premium spirits.

As the Danish market is mainly handled by our distribution partner, we are now looking to expand to export markets in Northern Europe. Having won several prestigious awards for our Mad Owl Gin and been selected as Gin of the Month in the largest Craft Gin Club in the UK, we have created a strong platform for international growth. To capitalize on these opportunities, we are looking for an Export Manager to join the team and play a key role in building our business.

### **The position**

As Export Manager you will be responsible for developing the business on our core markets. To succeed you need to open new markets and develop sales in a start-up environment. Hence, we are looking for an experienced person with a strong growth mindset that understands how to develop an international business

### **Key tasks**

- Identify the ideal go-to-market model in new markets involving both B-t-B and B-t-C
- Select collaboration partners to drive sales locally
- Stimulate sales through sales partners and participate in key customer meetings
- Negotiate contracts to secure win-win solutions
- Develop and execute business plans to support the overall strategic direction
- Collaborate with marketing regarding activation of A&P where relevant
- Participate in exhibitions
- Budget responsibility for your markets/customers
- Weekly, monthly, and quarterly reporting to management
- Monitor market trends and competitors in your markets

### **Qualifications**

- You are motivated by establishing a new business area and like to take responsibility and work independently



- You know how to work with multi-faceted sales channel, including on-premise, online D-T-C and retail
- You have a proven track record in creating new sales opportunities internationally and know how to turn an opportunity into a concrete order
- You understand what it takes to work in a start-up environment and are ready to solve tasks that go beyond your job description
- You hold a degree in business and have min 3 years' experience with export sales – preferably from the food and drinks industry

Travelling is expected to make up 30-40 days per year.

### **We offer**

We offer a challenging opportunity in a dynamic start-up company, where the right person will have great influence on our international expansion. You will feel right at home in a dedicated small team that welcomes an open mindset, a warm heart and a result-oriented approach.

### **Questions**

For more information you are welcome to contact Commercial Advisor Annemette Thomsen on +45 2019 9353.

### **How to Apply**

Please send your application and CV to **[annemette@thornaes.com](mailto:annemette@thornaes.com)** no later than October 17, 2022.

#### ABOUT THORNÆS DISTILLERY

Thornæs Destilleri ApS was founded in 2018 and is based in Kagerup in North Zealand, Denmark.

The core of Thornæs Distillery is Danish Single Malt whisky based on [local](#) organic barley and ultra-clean water from the area around Grib Forest in North Zealand. In addition to whisky, we also produce an award-winning gin called Mad Owl Gin that are shaped by the experimental and quality-seeking workflow which is quintessential to small batch distillation.

