



KASTHALL



JOB TITLE:

KEY ACCOUNT MANAGER — HOSPITALITY SECTOR

Location: Global

Reports To: VP – Head of Global Sales

Department: Sales

Employment Type: Full-Time

COMPANY OVERVIEW:

Kasthall is a world-renowned leader in designing and manufacturing premium, handwoven rugs, and textiles, renowned for their craftsmanship, innovation, and sustainability. Serving prestigious clients worldwide, we deliver luxury solutions that transform spaces and elevate interiors. We are looking for a dynamic Key Account Manager to join our growing team, with a focus on building and maintaining relationships with key clients in the hospitality sector.

POSITION OVERVIEW::

The Key Account Manager will play a pivotal role in strengthening Kasthall's presence in the hospitality sector. This position is responsible for managing and growing relationships with key accounts, including hotels, resorts, and other large-scale hospitality projects. The ideal candidate will have a strong understanding of the hospitality industry, a passion for luxury design, and a proven track record of successful account management and sales.



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KEY RESPONSIBILITIES:

- **Client Relationship Management:** Build and maintain strong, long-lasting relationships with key clients in the hospitality sector, including architects, interior designers, hotel owners, and purchasing managers.
- **Sales & Revenue Growth:** Drive sales by identifying new business opportunities, cross-selling, and up-selling Kasthall's products within existing accounts, while ensuring the retention and satisfaction of current clients.
- **Project Management:** Oversee the full lifecycle of hospitality projects, from initial consultation and product selection to delivery and installation. Work closely with the design, production, and logistics teams to ensure smooth project execution.
- **Product Expertise:** Serve as an expert on Kasthall's product range, providing guidance to clients on product selection, design customization, and performance specifications tailored to the unique needs of the hospitality sector.
- **Market Intelligence:** Monitor market trends and competitor activities within the hospitality sector to provide actionable insights and adjust sales strategies accordingly.
- **Sales Strategy:** Develop and execute tailored sales strategies to achieve individual and team targets, contributing to the company's growth objectives in the hospitality market.
- **Networking & Events:** Represent Kasthall at industry events, trade shows, and client meetings to enhance brand visibility and foster business relationships.

QUALIFICATIONS:

- Proven experience (5+ years) as a Key Account Manager or in a similar sales/account management role, ideally within the hospitality or luxury interior design sectors.
- Strong knowledge of the hospitality industry, including key trends, project cycles, and decision-making processes.
- Excellent communication and negotiation skills, with the ability to build rapport with high-level decision-makers.
- A passion for design, with an understanding of luxury textiles and interior design principles.
- Ability to manage multiple projects simultaneously while maintaining attention to detail and meeting deadlines.
- Results-driven, self-motivated, and proactive in identifying opportunities to grow the business.
- A network within the hospitality sector is a plus.
- Fluent in English; additional languages are a plus.



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WHAT WE OFFER:

- Competitive salary and performance-based incentives.
- Opportunity to work with a renowned luxury brand in the interior design industry.
- Dynamic and supportive team environment.
- Professional growth and development opportunities.

HOW TO APPLY:

Application Instructions

Please send your CV and a cover letter describing your experience and interest in the role to our VP-Global Sales, Mr. Christian Skovhus – Christian.skovhus@kasthall.com We look forward to meeting motivated and talented individuals who are enthusiastic about contributing to Kasthall's continued success.

Kasthall is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.