

Business Development Manager

Are you our new Business Development Manager?

WHITEAWAY GROUP

You're motivated by solving complex problems, and you have the commercial instinct and structured thinking to turn ambiguity into a clear direction. We're looking for a Business Development Manager who wants to shape strategic initiatives in a leading Nordic retail and ecommerce business, drive meaningful projects and see their work create real business impact. You'll be part of a small, high-impact Business Development & PMO team sitting at the centre of Whiteaway Group's strategic initiatives. The team works directly with the executive level on strategic growth initiatives and cross-functional project execution – with responsibility and influence from day one. You'll report directly to the Head of Business Development & PMO.

Here's what you'll be doing:

- *Driving strategic analyses and business cases by structuring complex challenges, leading projects and translating insights into recommendations.*
- *Owning project delivery on selected strategic initiatives, including stakeholder management across the executive team and divisional leadership*
- *Identifying and developing new business opportunities – e.g. partnerships, adjacent categories, and Nordic market expansion*
- *Contributing to the PMO function by helping govern the strategic project portfolio and ensuring follow-through on priorities across the organisation*

What we're looking for:

- *Someone who enjoys solving complex business problems and can structure analyses into clear recommendations. This is the core of the role.*
- *3-5 years of experience within management consulting, strategy, business development or similar analytical roles. Experience from ecommerce, retail, or digital businesses is an advantage.*
- *Strong project leadership skills: You've managed complex, multi-stakeholder processes and know how to keep momentum without formal authority*
- *Commercial and analytical sharpness: Comfortable with financial modelling, business case development, and strategic frameworks*
- *The desire for genuine ownership – you want to see your work implemented, not just presented*
- *You hold a master's degree in economics, business, finance, or a related field*
- *Fluent in Danish and English, written and spoken*

We like to think we have quite an amazing workplace, including:

- A dynamic and international environment with room for you to be you,
- Lots of opportunities for your own professional development and for you to make an impact,

- A flat, informal organisation with a high degree of independence and short decision-making processes,
- A wide range of employee benefits, including health care, lunch scheme, gym, Friday breakfast, employee discounts and social events.

About Whiteaway Group

Whiteaway Group started with a simple idea, a commitment to our customers, and with a passion for digital innovation. Today, we're a successful retailer, selling and delivering household appliances across Scandinavia. We're change-makers at heart – it's the very core of everything we do.

We're committed to creating an inclusive environment for all employees and welcome applicants from all backgrounds, beliefs, and identities.

Interested? Here's how to apply:

We'll screen and interview on an ongoing basis – so please don't hesitate to apply.

Need more information? Contact Sofie Teilmann Gildsig, Chief Corporate Affairs Officer, atstg@whiteawaygroup.com. Please note that applications are only accepted via the apply button.