

Ready for something new?

KOBAJ.com is looking for a Winery Manager to join our dedicated team in our Copenhagen office.

About us

KOBAJ.com is an online marketplace that brings wineries from across the world and wine customers directly together. Wine customers (co-)buy wine collectively in bigger quantities and thus get wine at more attractive prices. As there is no wholesaler included, wineries achieve better prices too. A win-win situation for everyone!

We started in Copenhagen, Denmark, in 2020. Two years later we operate and connect wineries from 18 markets directly with consumers in Denmark, Sweden & Germany.

We are 24 great colleagues waiting for you to join us on an adventure you will never forget. We are all super busy growing our company, but we never forget to have fun. We enjoy breakfast together once a week and we love to hang-out together in our Friday wine-bar and have many social events throughout the year

We are all 100% committed to a mission of helping wineries get access and sell directly to consumers in the whole world. And we have fun while doing it! Great wine, great people and a huge impact in a very old industry!

Welcome to KOBAJ.com



The job:

Is to identify and onboard wineries on our unique platform and to help them become a huge success. The job is all about creating value for the winery, KOBAJ and the consumers so that everybody wins. In order to do so, you must rely on your communication skills, commercial intellect and equally important, the stubbornness and energy to make a difference in a highly competitive market

You will be part of a team of five persons, but being that we consider the winery team as the engine room, you will work close together with everyone in the company such as logistics, customer service, marketing and IT.

Who you are?

An emphatic merchant with a proven record that has an interest in the world of wine!

Preferably professional experience from the wine-industry, but doesn't consider it a must

Very good communication skills in Danish, English and perhaps German

Structured and good at managing many different tasks at once. We are a young company, so we don't rely on a big organisation, so you need to value the whole process and are eager to implement - and listen to - best practice and aligning workflows together with the rest of the team.

Have a great IT understanding and skillset

Feel comfortable working in an international environment

Pragmatic in your way of work and possess a "learning by doing" attitude

Most importantly you are a great person, who is down-to-earth and also likes to have fun and engage in your colleagues.

We offer:

The chance to become part of a fast-growing technology company in an exciting growth phase

The opportunity to make a huge impact on the lives of hundreds of winemakers and thousands of wine lovers

A vibrant and international office environment with great colleagues

Competitive salary



Why does KOBAJ exist?

To make the lives of small wine-makers easier and more meaningful. Easier by selling directly from their farm. Meaningful by connecting directly with the people drinking their wine.

Vision:

To introduce, grow and establish a world-wide platform connecting winemakers and consumers in commerce.

We are introducing a new way of selling and buying wine. Directly from farmers. We will not stop before it becomes the new normal.

We aspire to become world-leaders in our space.

Mission:

Liberating and old industry and giving life to an old dream of connecting and trading direct.

To fuel and accelerate the transition of the wine-industry. Making it a better place for both makers and buyers.

Values:

Teamwork

We help each-other. Nobody says no to help out when colleagues need it and nobody is too cool to empty the trash.

Dreamers

We challenge status quo, make the impossible possible, go where no man has yet been, - and run with high ambitions and dream of a better future.

Work-Hard -Play-Hard

We work our asses off. Early mornings and late nights. But we remember to have fun and play and party. We are never afraid, - we actually demand, - to put down your pencils and have a drink with your family. Remember behind every hard-working person is a hard-working family. They need attention!

People-Focus

It's all about people. From the farmer to the buyers and back to us (Kobajers). We only succeed together.

Honesty

We are always honest. With that we drive change and develop ourselves to become better. We give respectful feedback, listen, learn, acknowledge and grow us and the company. We are great at many things and shit at others. We hate pretenders!

Would you like to join us? Then apply to us - we look forward to meeting you!
Send us your application and questions to blom@kobaj.com

