

At Harlem we live and breathe Kitesurfing and are passionate about everything we do – Why not join the Harlem Family?

From the start, we've been committed to challenging the status quo with groundbreaking kite and wing designs, a full dedication to providing the best gear and eco-conscious practices - accessible to every rider and mindful of our planet.

Daring to be different is in our DNA. We celebrate the thrill of standing out and the excitement of being unique, both in the gear we ride on the water and within the team that stands behind it. We are a vibrant family of unique individuals, passionate kitesurfers with a relentless pursuit of excellence and a belief that nothing is impossible.

If you are results oriented with a passion for sales and kitesurfing, and if you have a desire to make a significant impact with the most innovative and fastest growing brand in the kitesurf industry, we encourage you to apply.

Responsibilities

- Hands on delivery of all sales plan aspects
- Development and implementation of customer account plans, defining key account strategies and objectives
- Sales forecasting on an annual basis for all accounts globally and set sales targets for the team
- Monitor and analyse sales performance metrics and prepare reports for senior management team.
- Attend industry events and conferences to network, promote Harlem Products and identify potential new clients
- Drive continuous improvement in sales processes and sales performance

Requirements

- Minimum of 4 years of experience in sales management, preferably in a global outdoor-/action- sport goods context
- The ideal candidate will have a proven track record of achieving and exceeding sales targets
- Ability to build and maintain strong relationships with clients, ensuring their satisfaction and loyalty
- A hands on and practical person with excellent teamworking and communication skills

- Ability to work under pressure in a fast-paced and dynamic environment with tight deadlines
- Active Kitesurfer
- Fluency in English - additional language (French or German) is a plus

What we offer

- Working with world class top athletes (e.g. Lorenzo Casati, Aaron Hadlow)
- Attractive compensation package in line with your experience
- Full time employment - 40 hrs per week
- Discounts on our industry leading high performing products
- Fun, relaxed and dynamic team in a growing company

Ready to apply?

If you are an active kitesurfer and you are interested in this position, we very much look forward to receiving your application including CV and motivation via email to ellen@harlemkitesurfing.com by 10th October 2024.