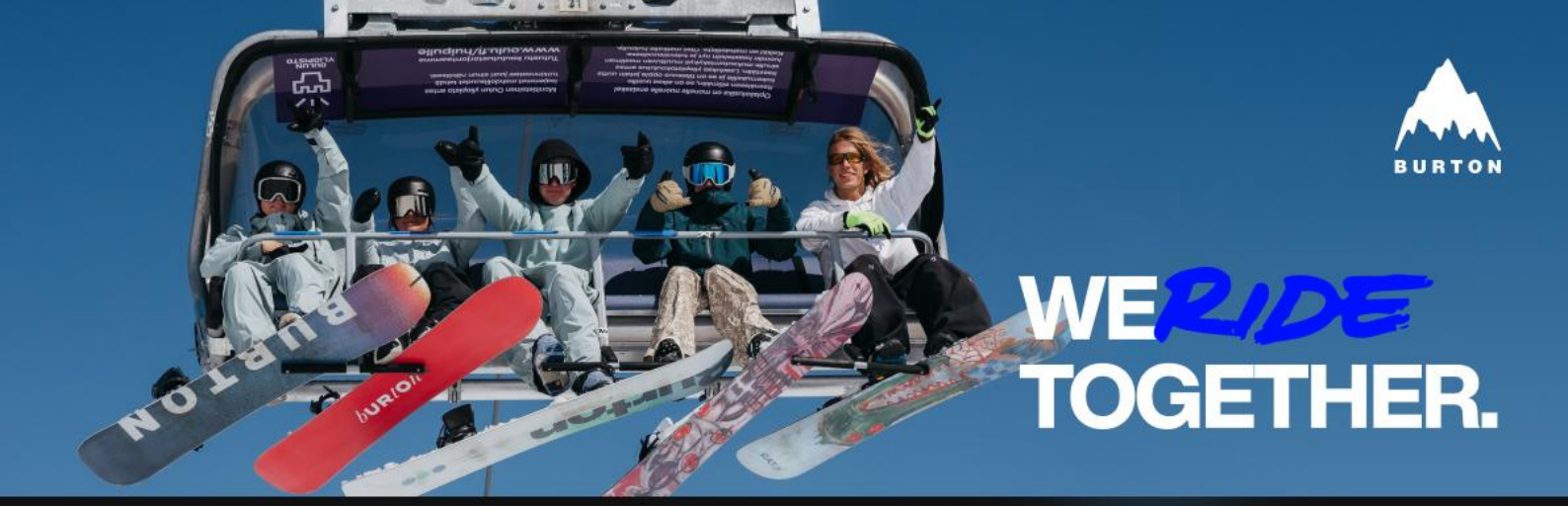



# Key Account Manager

**full time | m/f/d**

At Burton, we are a purpose-led brand rooted in snowboarding and the outdoors. We fight for the future of our people, planet, and sport. We aim to maximize our positive social impact and minimize our negative environmental impact while delivering high-quality performance products. As a global leader in snowboarding, we're committed to diversity, equity, and inclusion for the long-term health of our company, sport, and community. Through these efforts, we aim to make snowboarding and the outdoors accessible to all.

**The Breakdown:**

The Key Account Manager Europe develops and grows Burton & Anon's largest Pan-European account partnerships, driving strategic growth, commercial performance, and long-term brand positioning.

**What You Get to Do:**

- Own strategic partnerships with Burton & Anon's largest Pan-European accounts, acting as commercial point of contact and voicing account perspectives internally on product, pricing, and go-to-market.
- Own revenue delivery, forecast accuracy, and account profitability, reporting regularly to the Territory Business Director Europe.
- Lead account planning and negotiate commercial terms, trading agreements, and contracts.
- Lead the GTM meeting cadence, working with category merchandisers and digital/trade marketing to secure assortments and marketing support.
- Present product lines, run preseason appointments, and represent Burton & Anon at senior level, including executive business reviews.
- Execute preseason first-class order appointments and manage preseason intake.

**What You'll Bring to the Team:**

- Bachelor's degree, preferably in Business, Sales, or a related field.
- 5+ years of sales/key account management experience in sporting goods, apparel, or outdoor.
- Strong negotiation and commercial skills, with proven forecasting and planning discipline in a seasonal go-to-market cadence.
- Hands-on, proactive relationship manager, comfortable with complexity and ambiguity across a Pan-European portfolio.
- Strong collaboration and organizational skills, managing multiple large accounts and competing priorities.
- Digital acumen, with e-commerce and marketplace expertise to drive omni-channel growth.
- Fluent in English; German or another European language strongly preferred.
- Willingness to travel regularly across Europe.

**What We Would Love to Offer You:**

- A front row position at the global market leader in the snowboard lifestyle industry.
- Very good team spirit, flat hierarchies, shared outdoor activities and space to learn & develop.
- In accordance with Austrian law, we are obliged to disclose that the minimum salary is €2.879,00 gross/month based on the collective bargaining agreement. Your actual salary will be above this minimum, market competitive and depends on your qualifications and experience.
- Many other additional benefits including product discounts, volunteer time off, outdoor days, season pass contribution, company events & more.

We look forward to receiving your application online.
Please note that an application without a CV cannot be considered.