

DISTRIBUTORS SALES MANAGER

ASPOM agency, European executive search specialist in Sport, Lifestyle & Digital, is recruiting for Fox Head Europe a Distributors Sales Manager EMEA based in Barcelona.

Fox Racing is the global leader in motocross and mountain biking gear and apparel. They outfit the world's best competitive athletes and enthusiasts with products that combine innovation and style, rooted in the brand's original competitive motocross spirit. From moto gear to apparel and outerwear, everything they make is developed with the rider in mind.

The main responsibilities for this role will be:

- To build strong and sustainable business agreements for distribution and growth of Fox Head products (in all categories) in regional territories in EMEA.
- To initiate and sustain positive commercial partnerships that provide Fox Head brand development and sales growth platforms for the long term future.
- To negotiate and execute detailed contractual agreements that provide Fox Head stable and definitive distribution platforms in regional markets and emerging territories.
- To manage the evolution of distribution in order that Fox Head maintains the highest level of brand representation possible in regional and emerging markets.

MINIMUM QUALIFICATIONS AND EXPERIENCE:

- BA Degree or similar
- 3+ year of Distributors/Sales experience preferably in MX/MTB/Action sport industry.
- Excellent negotiation skills, able to work successfully with diverse groups/Cultural intelligence
- Excellent communication skills clearly and concise by email, telephone and face to face
- Ability to analyse and configure reports / To travel frequently

PERSONAL COMPETENCIES:

- Outstanding interpersonal and communication skills
- Proven ability in aligning key leaders in support of the function's vision, strategy and key initiatives.
- Target driven and used to work towards tight deadlines
- Proven ability to cope with a highly demanding environment / Excellent time management skills

If this sounds like you – we invite you to send your CV to info@aspom.com or to answer directly on www.aspom.com. Detailed offer on www.aspom.com.