

ROLE OVERVIEW

Job Title: European Brand Manager, Dakine Apparel
Location: Innsbruck, AUSTRIA
Reports to: General Manager GBGSAL, EUROPE.
Start date: 1st May 2020
Salary: Competitive subject to skills and experience.

THE COMPANY

Global Brands Sports & Lifestyle, is a division of the Global Brands Group.
Our brands include, Spyder, Dakine Apparel & Saga.

THE ROLE

You will be responsible for developing the Dakine Apparel business in the European market. This includes building on existing business as well as identifying new opportunities. You will be working alone, supported by a team based in Switzerland.

- You will be directly responsible for selling to all European Key Accounts.
- Oversee the commercial activity of all agents and distributors and provide them with all relevant sales tools and information.
- You will be the link between Global HQ in Boulder Colorado and the European sales and operations teams.
- Participate in the forecasting buying process with Global.
- Develop open communication with departments in head office, Switzerland. (Supply Chain, Customer Support, IT, Finance, Brand Management)

YOUR SKILLS AND EXPERIENCE

- Minimum of 2 years experience dealing with major European Key Accounts including E-commerce platforms.
- Deep knowledge of the European mountain bike retail landscape.
- An ability to deal with multiple stakeholders and develop positive relationships
- A commitment to achieving and exceeding targets
- Excellent communications skills
- Excellent analytical and negotiation skills
- English & German

SKILLS AND EXPERIENCE – NICE TO HAVE

- French is an advantage.
- Interest and active participation in mountain biking and snow sports.

JOIN US

Dakine Apparel is ready to explode in Europe. All it needs is a highly motivated passionate individual to lead the charge. This is a great opportunity for a position that will grow along with the business.