

# FIELD MARKETING & TRAINING REPRESENTATIVE (M/F/X) GERMANY & AUSTRIA

## JOIN OUR TEAM,

for our Marketing team in Germany and Austria, we are looking for a **FIELD MARKETING & TRAINING REPRESENTATIVE GER|AT (M/F/X)** located in Freiburg im Breisgau, Germany. In this Position, you will work very close to our Dealers in Germany and Austria and support them with Trainings, Demo, Event Support and In-Store merchandising. Furthermore, you will manage all Demo Events and Festivals in the Region. The position requires an outgoing character who is willing and has the ability to travel frequently, technical knowledge of bicycles including advances mechanical skills. German Native and solid English is a must. Spanish a plus. Also, you are required to have a driving license (B), BE is a plus. If you are a bicycle expert and know how to inspire people, you may be the perfect candidate to join our team.

As a cooperative Business, Orbea provides you a very people oriented work environment with flat hierarchy. You will frequently be traveling to our Headquarters in the Basque Country, working very closely with the entire MKT and Sales Team to develop the best solutions for the German and Austrian Markets. You will also be involved in developing the Marketing Strategy for your Markets and bring in your experience and ideas.





## ABOUT THE ROLE:

- Develop and execute a Key Account MKT-Plan.
- Develop and execute a Dealer-Events Demo-Plan.
- Manage our presence at consumer Demo-Events.
- Provide support for dealers during product launches.
- Ensure the distribution of new product content and social assets to dealers.
- Support dealers in content distribution.
- Share new product data with dealers and dealer support tools.
- Communicate digital plans to dealers.
- Execute new Dealer onboarding. Offer hands-on technical training.
- Certify Genius retailers.
- Deliver in shop new product training and tests.
- Provide Genius demo system training.
- Manage Genius training tour logistics.
- Create training content and presentations.
- Assist with local training text and lesson creation.
- Provide on demand tech dealer support.
- Provide tech training for reps.
- Report directly to the Marketing Manager GER | AT and work very close to our Sales and Communication teams.

## REQUIREMENTS:

- Proved high knowledge and experience in the bike industry.
- Strong technical knowledge, experience, and skills.
- Strong organizational skills.
- Strong multitasking skills.
- Management and coordination skills.
- Communication skills.
- Driving license B. BE is a Plus.
- Fluent in German and English.
- Availability and Willingness to travel frequently.
- Willingness to work on weekends.
- Full Covid-19 Vaccination and willingness to update if necessary.
- Live close or re-allocate to Freiburg im Breisgau.

## BENEFITS:

- Be part of developing our Marketing presence in GER & AT.
- Work in a "people focused" Cooperative Business.
- Flexible hours and remote work options for a better work-life balance.
- Employee discounts on our Products.
- Permanent employment contract.
- Fair and adequate payment.
- Flat hierarchies and the possibility to realize own ideas.

Join the global leader in Bike personalization and become part of our young and motivated team.

Send your application to:  
[pmartin@orbea.com](mailto:pmartin@orbea.com)