

**Job Title:** Regional Account Manager Germany East  
**Brand/Department:** ENDURA / Cycle & Outdoor Division  
**Location:** Home office  
**Date:** March 2022  
**Reports To:** Field & Key Account manager Bike

## Endura

The Endura brand, established in 1993, has been synonymous with inventive, bulletproof kit that relishes the stresses that any kind of biking subjects it to. From Mountain to Road, Urban Commute to Triathlon they are #AllTribesOneClan, with a philosophy of Renegade Progress which defies convention and embraces the radical to create game-changing products.

From the first protos made on a kitchen table in Edinburgh, Endura has evolved into an admired global brand with a rack of game-changing and award-winning products.

Endura supports an impressive roster of world class athletes including Movistar Team, trials sensation Danny MacAskill and downhill siblings the Athertons of Atherton Racing.

### Building a family of brands for the world to love, generation after generation

Pentland is the name behind some of the world's loved footwear and active brands. Our brands are there in the moments that matter, and being there for more people in more of those moments drives everything we do.

Our further owned brands include Berghaus, Speedo, Canterbury of New Zealand, Mitre, Boxfresh, Ellesse, KangaROOS and Red or Dead.

As a family business, we believe every individual has the power to help shape our future. We have been recognised as one of the best workplaces in the UK and Europe. Our global HQ is in the UK and we employ over 1,800 people across 20 countries around the world.

Your potential is our potential and together we can build and grow brands that last.

[www.pentland.com](http://www.pentland.com)  
[www.endurasport.com](http://www.endurasport.com)

### Key Purpose of Job:

- To manage and support the regional customers
- Further develop the bike, outdoor and sports retail market

### Responsibilities

- 1<sup>st</sup> point of contact for retail customers to deliver best service standards in industry
- Plan the annual sales focus and targets with sustainable growth
- Schedule and deliver pre orders according to the company deadlines
- Liaising with multidisciplinary teams to ensure clear communication and smooth running of projects

### Needs to have

- Proven sales experience in sports industry
- Able and willing to work under own initiative

- Able to self-manage and work to deadlines as well as multi-tasking
- Experience of working within multidisciplinary teams
- Strong team player with good interpersonal and communication skills
- High affinity to cycling and outdoor sports
- Preferably with a strong industry and bike/sport retail network
- Office365
- English language skills

### Needs to be

- Able to demonstrate the ability to use own initiative
- A good communicator, both interpersonally and within a group
- Able to work under pressure to tight deadlines and able to multi-task
- Organized and structured with their work load
- Asks questions and communicate market trends and needs
- Able to push oneself to exceed expectations
- Self-motivated and equally comfortable working within a team
- Keen to travel

### Measures of success

- Sustainable, regional sales development
- Delivery of pre orders within given time scale
- On-going market development across bike, sports, outdoor and custom
- Effectively work within multidisciplinary teams

**This job description should be used as a guide; you may be asked to carry out other relevant duties in support of the overall role purpose.**

**Please sent applications to: [fbraun@pentland.com](mailto:fbraun@pentland.com)**