

## SALES MANAGER INTERNATIONAL US/ASIA

The job can be located in any country.

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### JOB DESCRIPTION

Mondraker was established in 2001 in Alicante, Spain. The ethos then was the same as it is now - produce incredible bikes, work with incredible people and have fun along the way. The subsequent twenty years has seen that ethos remain front and centre and has helped to secure Mondraker as a market leading brand who always lead and never follow. Following the release of the pioneering Forward Geometry, making history with three medals at the same DH World Championships or ground-breaking technology such as MIND, Mondraker have cemented their position as one of the most forward-thinking bike brands in existence and built foundations to allow the next chapter of growth.

To continue our global growth, Mondraker is seeking a passionate and knowledgeable candidate to be our voice in the distributor led markets. We expect all our current and potential distributors to share the same passion, vision and drive as our own staff do, so it's crucial that the ideal candidate is able to equal and surpass that level of zest. This enthusiastic candidate will need to build relationships and work closely with these channels to make sure that all active partners not only feel part of the Mondraker family but also live, breath and sweat 'Mondraker' ensuring our message and dedication is always obvious. At this point we could go all corporate and use terms like 'go-getter' and claiming we want someone able to 'think outside the box' but that stuff should go without saying. What doesn't though, is our need for a passionate mountain biker, with experience in a sales position in the bike industry, a confident, fun personality, and a working knowledge of the global bicycle market. So, can you expertly partner with our distributors to guide sales forecasts, understand their unique markets, offer unrivalled support, and champion Mondraker in those territories where we are not directly active?

Sound like you so far? Ok, good, then let's get serious. We will also need you to:

- Establish the sales forecast for each season
- Evaluate and establish distributors
- Actively participate in the annual product presentation.
- Carryout the appropriate negotiations with the different distributors.
- Deliver recurring follow-up meetings, assessments, and adjustments of our distributor's requirements.
- Offer bespoke training to the sales force within each distributor's teams.
- Collaborate with our Marketing department to establish cohesive campaigns across our network of distributors.
- Have an outstanding knowledge of the challenges facing distributors and an ability to help navigate through them.
- Be pro-active in the delivery of commercial requirements to Mondraker as a business
- Be target motivated and sales driven.

### KEY REQUIREMENTS

- Experience in a similar role.
- Clear understanding of the industry.
- Passionate mountain biker.
- Native English speaker or C1.
- Willingness to travel and work outside of the normal 9-5 hours.
- Strong social and communicational skills.
- Ability to motivate and enthuse.