

Sales Representative for Benelux/Denmark

Fox Head Europe is a fast growing action sports company that prides itself in attracting the best employees. We are looking for creative, self-driven, dynamic and experienced people to become part of our team. Being a motocross, MTB or action sports enthusiast is a plus.

More information about this job:

As our Sales Representative you'll be expected to bring your own performance to the tasks below.

To manage, develop, sell to and service the account base in the specific geographical area of Benelux – Denmark territory. Provide information, support materials, present and sell FOX products to each of the designated accounts.

DUTIES AND RESPONSABILITIES

- Optimize sales and service to FOX MTB accounts through relentless outbound selling.
- Maximize sales of all FOX products with a persistent pursuit to achieving sales goals with assigned geographies.
- Be accountable for selling to the account base through “Pre Book” and “At-Once” business via customer visits, email and telephone.
- Contact accounts to drive revenue and adoption of current selling campaigns.
- Establish and maintain timely, consistent, responsive external and internal relationships.
- Keep your manager informed on opportunities, problems, and support needed as well as work with the manager to resolve issues.
- Develop selling skills via communication with Accounts, product teams and Sales management.
- Learn and stay current on product and product trend changes within all divisions at FOX and identify product opportunities for accounts based on inventory and regional needs.
- Increase sell-in and sell-through by working to prepare, plan and deliver a clear comprehensive merchandising presentation on a seasonal basis.
- Execute seasonal mailers with initiatives, catalogues, order timelines and in-season opportunities.
- Actively participate in sales meetings and give feedback to your reporting Manager.

QUALIFICATIONS

- Two years related experience and/or training; or equivalent combination of education and experience.
- Experience in retail, Inside Sales/Customer Service or Field Sales a plus.
- Retail experience or understanding of retail environment is preferred.
- Action Sports industry experience is strongly preferred.
- Familiarity with Action Sports product lines, the industry and trends in the market place is preferred.
- Ability to create, plan and deliver range presentation to customers.
- Ability to understand and use financial data to make decisions and influence outcomes.
- Experience delivering a high level of customer service.
- Ability to handle multiple projects and work in an autonomous environment with little direction or supervision.
- Demonstrated ability to negotiate and influence outcomes.
- Proven background that reflects being results oriented.
- Strong communication skills and ability to interface at all levels of a business via phone, written communication and in person,
- Familiarity of sales processes, procedures and policies is a plus.
- Experience working across a wide range of business partners on projects.
- Ability to understand business issues and find creative ways to solve problems.
- Proven experience working with business deadlines.
- Technical proficiency with MS applications (Excel & Word)
- Ability to travel up to 80% of the time.
- Full driver's license

Our mission is to create the most innovate, best performing, highest quality product for Fox Customers – worldwide.

If you're ready to help accomplish this mission and take FOX to the next level please apply in writing / email with a copy of your CV to: jobseurope@foxhead.com