

Sales Representative Germany - Bell & Fox Powersport

As a **Sales Representative** for **Bell** and **Fox Powersports**, you will be expected to bring your expertise and performance to the tasks below.

To manage, sell to, develop and service the account base in the specific specific geographical area of **Germany**. Your role will focus on optimizing sales and fostering relationships with key customers in the region, ensuring Bell and Fox Powersports products are effectively represented and distributed.

This position reports to the **Country Manager for Germany** and requires frequent travel (up to 80%) within the assigned region, with a combination of customer visits and remote work to maintain a strong connection with the team.

As the Sales Representative for Bell and Fox Powersports, you will have an opportunity to:

- Maximize sales of all Bell and Fox Powersports 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 phone.
- 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 sales knowledge via communication with Accounts, Product Teams and Sales Management.
- Learn and stay current on product and product trend changes within all divisions at Bell and Fox Powersports 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.
- Actively participate in sales meetings and give feedback to the Country Manager.

Qualifications:

- Minimum of three years experience in retail, Inside Sales/Customer Service or Field Sales.
- **Powersports industry experience is essential.**
- Familiarity with Powersports product lines, the industry and trends in the marketplace is preferred.
- Ability to create, plan and deliver range presentations to dealers.
- 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.
- Demonstrated ability to negotiate and influence outcomes.
- Result driven performance with a proven background.
- Strong communication skills and the ability to interface at all business levels via phone, email and in person.
- Familiarity of sales processes, procedures and policies.
- 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 timely deadlines.
- Technical proficiency with Microsoft applications (Outlook, Teams, Excel & Word)
- Ability to travel up to 80% of the time including overnight stays.
- **Native German** speaker and fluent in written and spoken English are mandatory.
- The job location is required to be in **Germany**.

What We Offer:

- Attractive compensation package.
- Remote work opportunities with an interesting field of customers and room to grow.
- Work with fast-moving and growing brands, building new distributions.
- A dynamic and friendly team to collaborate with.

If you are passionate about Powersports and want to be part of a dynamic and fast-moving team, we would love to hear from you.

Please send your application to **adelinamanea@foxracing.com**.