

DIGITAL KEY ACCOUNT MANAGER

ASPOM agency, European executive search specialist in Sport, Lifestyle & Digital, is recruiting for Fox Head Europe a Digital Key Account Manager EMEA based in Barcelona.

Fox Racing is the global leader in motocross and mountain biking gear and apparel. We outfit the world's best competitive athletes and enthusiasts with products that combine innovation and style, rooted in the brand's original competitive motocross spirit. From moto gear to apparel and outerwear, everything we make is developed with the rider in mind.

The position will report to the Director of Sales Digital Europe: The Digital Key Account team leads the planning and execution of online key accounts within the digital channel, aimed at driving sales growth, respecting brand strategy and improving sales conversion. Digital KAM's are using their strong interpersonal skills, analytical ability and digital sales background to translate their experience, sales data and web analytics to actionable campaigns through our digital retail partners.

MINIMUM QUALIFICATIONS AND EXPERIENCE:

- Business School education
- Strong Sales & Negotiation Skills
- +3 years of Sales Experience with Key digital accounts.
- Experience delivering a high level of customer service and account presentations
- English is compulsory for the position, extra European language is a plus. (German, French and Spanish)

PERSONAL COMPETENCIES:

- Excellent interpersonal skills and a profile driven by obtaining successful results
- Ability to collaborating with web expert partners and anticipate digital sales trends
- Possess tenacity, responsiveness and knowledge on Web Analytics as clear strengths
- Strong communication skills and ability to interface at all levels
- Ability to work across a wide range of business partners on different projects
- Ability to understand business issues and to suggest creative and innovative solutions
- Proficiency working towards tight deadlines
- Organized, rigorous, as well as detail oriented
- Owning a strong team spirit

If this sounds like you – we invite you to send your CV to info@aspom.com or to apply directly on www.aspom.com. Detailed offer on www.aspom.com.