



DIALED IN.  
PRECISION FIT.

# WORK WITH US.

Pursue your passion for adventure and innovation at BOA.

## REGIONAL ACCOUNT

### MANAGER

m/f/d

BOA Technology, the creator of the award-winning, patented BOA Fit System, is reinventing how shoes, medical braces, and equipment performs. As BOA looks ahead to the future, there is contagious excitement radiating across our offices in the United States, Europe and Asia. We are a collaborative, growing company where details matter and customer satisfaction with our product is paramount.

#### OVERVIEW OF THE ROLE

Reporting to the Reporting to the Commercial Director, you will be a member of BOA's Global Commercial Team. In this role, you will focus on evolving the professional business by understanding tender and tender-like business in South-West Europe. You will build up in-depth market expertise as well as function as primary point of contact for Key Brand Partners in this region / segments.

#### CORE RESPONSIBILITIES

- Build the business in the workwear segment (safety shoes), to meet 2YR and 5YR revenue plans.
- Acquire market expertise, analyze industry trends, understand tender and tender-like business in South-West Europe.
- Building up a strong network of key stakeholders within the industry
- Lead the sell-in process through creation and delivery of professional presentations
- Support planning processes with regular updates, and work with Commercial Director to create strategic plans.
- Collaborate with BOA's regional marketing team on product launches and Brand Partner messaging.
- Complete required reporting and present business updates to internal audiences.
- Perform administrative tasks such as managing our CRM platform (we use xRM).

#### WE OFFER FOR THIS ROLE

- Challenging tasks in a successful and innovative company based in the beautiful lake area of Salzkammergut.
- A welcoming working environment in a committed and international team of employees.
- Learning and Development Opportunities
- Competitive Compensation Package
- Flexible Working Hours
- Company Bike Leasing
- Amazing Company Activities and Events
- Company Car

**APPLY: [JOBSEU@BOATECHNOLOGY.COM](mailto:JOBSEU@BOATECHNOLOGY.COM)**

For legal reasons, we are obliged to point out the minimum salary for this position according to the collective agreement, which is 2367.- EUR gross per month. However, our attractive salary packages are based on current market salaries and are therefore significantly above the stated minimum salary, depending on your experience and skills.

