

Sales Representative – South Germany

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.

You will manage, develop, sell to, and service the account base in the **South Germany territory**. You will provide information, support materials, and present and sell FOX products to each of the designated accounts.

DUTIES AND RESPONSIBILITIES

- Optimize sales and service to FOX MTB accounts through relentless outbound selling.
- Maximize sales of all FOX products with a persistent pursuit of achieving sales goals within the assigned territory.
- 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, and responsive external and internal relationships.
- Keep your manager informed on opportunities, challenges, and support needed, and work together to resolve issues.
- Develop selling skills through communication with accounts, product teams, and sales management.
- Stay current on product trends and identify opportunities based on inventory and regional needs.
- Increase sell-in and sell-through by preparing, planning, and delivering clear, comprehensive merchandising presentations on a seasonal basis.
- Execute seasonal mailers with initiatives, catalogues, order timelines, and in-season opportunities.
- Actively participate in sales meetings and provide constructive feedback to your manager.

QUALIFICATIONS

- Minimum of **two years of relevant experience** and/or training; or an equivalent combination of education and experience.
- Experience in **retail, inside sales, customer service, or field sales** is a plus.
- **Action Sports industry experience** is strongly preferred.
- Familiarity with Action Sports product lines, the industry, and market trends is preferred.
- Ability to create, plan, and deliver product presentations to customers.
- Strong analytical and negotiation skills, with the ability to use financial data to make business decisions.
- Proven track record of achieving sales goals and delivering high levels of customer service.
- Ability to work independently, managing multiple priorities with minimal supervision.
- Excellent communication skills (verbal and written), and ability to interface effectively at all levels of the business.
- Technical proficiency with **Microsoft Excel and Word**.
- **Fluent in German and English** (both written and spoken).
- Valid **driver's license** and ability to travel up to **80% of the time** within the region.

Our mission is to create the most innovative, best-performing, and highest-quality products 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: adelinamanea@foxracing.com