

Senior Inside Sales Representative (m/f/d)

Location: Weil im Schönbuch, BW

Pivot Cycles is a premium bike manufacturer known for innovation, performance, and outstanding design. To strengthen our sales team, we are looking for an **Senior Inside Sales Representative (m/f/d)** to support our dealer network and ensure the successful distribution of Pivot bikes.

Your Responsibilities

- Manage and grow relationships with existing dealers in your assigned territory
- Handle the complete order process: quotations, tracking, and delivery coordination
- Advise dealers on product availability, sales programs, and seasonal planning
- Collaborate with Outside Sales Reps on business development and dealer onboarding
- Analyze sales data and trends to provide forecasts and recommendations
- Support dealers in managing stock levels and reducing excess inventory
- Represent Pivot Cycles at trade shows, dealer events, and industry fairs

Your Profile

- 3+ years' sales experience, ideally in cycling, outdoor, or sports
- Strong product knowledge of bicycles, especially mountain bikes, and components
- Experience working closely with Outside Sales teams toward shared goals
- Confident handling of MS Office; knowledge of CRM (Hubspot) and ERP systems (MS Dynamics GP) is a plus
- Proven track record of meeting sales targets and managing accounts successfully
- Independent, structured, and solution-oriented way of working
- Team player with strong communication skills (on-site and remote)
- Degree in Business Administration or related field is an advantage
- Willingness to travel occasionally (approx. 10%)
- Fluent German and English on a business Level

What We Offer

- A dynamic and international working environment in a growing company
- Flat hierarchies and short decision-making processes
- The opportunity to turn your passion for bikes into your profession
- An open and inclusive corporate culture where diversity is valued
- Jobrad

Please send resume and cover letter to bewerbung@pivotcycles.com. We look forward to hearing from you!