

# 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
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## 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
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## 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](mailto:bewerbung@pivotcycles.com). We look forward to hearing from you!**