

Are you part of the **German running community**? Do you have **3+ years of sales experience** in the running industry? Join our progressive European team and contribute to developing our [Top4Running](#) business in Germany. We are looking for a sales-oriented and results-driven professional who is ready to take on the responsibility as our next Team Sales Representative. In this role, your main job will be to allow our German Top4Running banner to grow together with clubs, associations and federations. Thus, building relationships with potential partners and providing the best possible customer experience to existing ones is the key.

What do you need to succeed in this role:

- **Running community/network:** You enjoy building and maintaining relationships with running-related clubs, teams, federations, and companies in Germany
- **3 + years of sales experience within the running industry:** Ideally you have a sales experience in the running retail market and you are ready to reach out to potential partners and negotiate deals from day one
- **Business spirit, a flair for numbers, and willingness to run the extra mile:** You need strong communication skills and drive at the finish line when closing a business deal.
- **Outgoing personality and willingness to travel:** You might spend a significant amount of time in meetings, on the road, and on the phone.
- **German on a native level and English on a business level** is a must, as well as solid computer skills (especially Excel)

Key responsibilities:

- **Grow the German Top4Running club database** 1) searching for new B2B business opportunities, 2) actively addressing track & field clubs and teams, 3) taking part in running events and competitions in Germany
- **Provide the best possible service for existing running assets** (clubs) in Germany and take part in the preparation and coordination of events together with our assets
- **Fulfill the yearly revenue and margin target**
- **Build and maintain relationships** across departments (team sales, marketing, strategy) as well as with partners/customers

What else to look forward to:

- Independent **full-time job** in an international fast-growing company
- **Remote work and flexible work hours.** We don't care where and when you work, as long as you are moving forward & getting results
- Financial **compensation** according to your experience, company **benefits**, informal work-setting, and great team-building events
- **Network of like-minded & growth-oriented people** from across the whole of Europe