

Sales Manager (D.A.C.H.)

We are looking for you

ARION is on a mission to gain understanding of human movement and as we are growing, we are looking for incredible people to join our journey!

Are you interested in building, leading and driving a national go to market sales strategy? Are you active in sports, perhaps a runner? You love inspiring others and working in a vibrant, international environment? **Join our movement!**

Why we need you:

To drive our expansion and strengthen our team, we are looking for a dynamic **Sales Manager (D.A.C.H.)** (full-time/part-time/freelancer) that shines in an environment where every day brings something new. Your role is key to our business success! You lead and drive account strategies & objectives and the end-to-end sales process and scale up and roll out best practices to accounts.

If you are active in the sports industry, skilled at networking and fluent in German and English, you are our perfect candidate!

Your challenge:

- You “own” the customer base in your territory
- Develop a commercial go-to-market strategy for relevant retail- and brands-partners
- Develop bespoke strategies for your retail- and brands partners
- Lead and drive account strategies, objectives, tactics in alignment with overall company goals
- Lead end-to-end sales process, supported by marketing, operations- and tech teams
- Scale up and roll out best practices to accounts
- Identify new business opportunities
- Acquisition of new accounts
- Identify and engage with customers to drive incremental sales
- Monitor activities of competitors and brands in the marketplace
- Join national & international sales fairs
- Being the 1st Point of contact for your customers / own the national sales funnel
- Active sharing of customer insights with internal team to strengthen product market fit
- Drive market share growth and recurring revenues
- Support the Sales Director with overarching commercial strategies for the entire ARION-Ecosystem (HUB, EHUB, PRO)

Your talent:

- Enjoy working in the sports industry and you are a digital enthusiast
- Love to work with people, inspire and convince others
- Want to be in charge of your own daily planning

- Have strong communication skills
- Capable of building and executing a plan
- Don't mind travelling
- Passion for collecting and understanding data, that can be used every day.
- Enjoys being challenged by others
- Consistent and reliable, someone that will do what they say they will do
- Incredible international, vibrant environment is where you fit best
- Enjoys the challenge of Negotiating and closing deals
- A leader in executing a plan
- Interest/knowledge in biomechanics
- Proficient in Microsoft Office
- Good at working with Targets and KPI's
- Fluent in German and English language
- Work in an organized and structured manner

Our offer:

- An exciting journey, building and scaling a Sports Tech company to success
- Joining a global success story at an early stage
- Great values and a meaningful culture
- Lots of fun international colleagues
- A place where you are invited to freely share ideas and bring them to life
- A stimulating and dynamic environment, with an ambitious and close-knit team
- Attention for your personal- and professional development
- A deep tech world which drives innovation in Sport
- A game changing disruptive brand
- Flexible work
- Competitive salary
- You are not just a "number" in the company, you are a very important team member
- Your ideas and opinion are required, you are encouraged to speak up and share your ideas, thoughts, learnings
- The sky is the limit for your personal journey in our company

If you recognize yourself from the above, we would love to hear from you! Please send in your CV to hr@ato-gear.com