

Drive the difference.

Stromer epitomizes Swissness, enthusiasm and partnership.

Since 2009, myStromer AG has been developing internationally award-winning Speed Pedelecs that are redefining urban traffic with outstanding power, connectivity and design. We aren't satisfied with less than 120 percent, and we give it with passion with a single goal: developing the best S-Pedelecs and inspiring people to use them every day. To this end, we have gathered all our expertise under one roof at our Stromer Campus – from the development to assembly and sales. After all, every single one of our ideas is helping to shape the mobility of tomorrow.

We are currently looking to immediately or at an agreed point fill the position of

Sales Manager for new markets and B2B (f/m/d)

Your tasks:

- You are in charge of B2B corporate/fleet sales as well as the distributors
- You are responsible for developing and implementing short, medium and long-term B2B sales strategies in Europe
- You create market analyses / evaluations to determine the customer needs
- Responsible for achievement of the sales budget for new markets (Italy, Spain, UK, UAE, Sweden, Norway, Finland)
- Responsible for achievement of the budgeted gross margin
- Also responsible for new financing packages in Europe for fleet corporate customers and private customers in leasing, insurance, rental subscription
- You create country-specific sales conditions, pricing (VPs)
- You select and maintain the key accounts in the B2B corporate/fleet sector and distributors
- Planning of B2B corporate / fleet global sales campaigns
- Participation in the strategic orientation of the product range
- You act as one of the company's public faces
- Responsible for the monthly forecasting
- Help to organize B2B corporate/fleet events
- Involvement in marketing activities
- Participation in trade fairs
- Cooperation with Product Development, Marketing and Sales Managers

Your profile:

- You have a solid business education and/or a degree in marketing or sales
- You are a practical worker who picks up the necessary qualifications and gains experience on the job
- Several years of experience in the sectors of finance, retail, trade, consumer goods or services (sports) appreciated
- You already have knowledge of leasing, financing products and fleet management (acquisition)
- You speak fluent German, English and ideally Dutch, other languages appreciated
- Interest in and curiosity about trends and innovations in the mobility sector
- Flexibility, independence, high resilience and exactitude combined with passion, creativity and enthusiasm

What we offer you:

- An interesting and versatile role in a dynamic, future-oriented and internationally operating company
- You help to shape a growing global market
- A motivated team and great atmosphere, extensive creative freedom and fast decision-making processes
- Place of work Oberwangen, Switzerland or Hertogenbosch, NL

Interested? Then send us your complete application by email to: jobs@stromerbike.com. Should you have any questions, Isabelle Steiner, HR Business Partner, can be reached all day Mondays, Tuesdays and Thursdays at +41 31 848 23 60.