

JOB OFFER

FIZIK SALES MANAGER – AMERICAS

SelleRoyalGroup

05/2019

Selle Royal USA is looking to fill the position of **Fizik Sales Manager Americas** (M/F).

As Sales Manager, you will be responsible for distributor relations for the US, Canadian & Latin American markets.

In strong coordination with the Global Brand Business team in Italy, the 'Fizik Sales Manager - Americas' will design and execute the strategic business plan to expand our market share and ensure brand awareness through coordinated leveraging of product, sales & marketing assets.

Based in our California offices but reporting to the Fizik Business Manager located in Italy, the desired candidate will be comfortable collaborating with key team members in both USA and Italy. He or she is required to demonstrate the ability to work successfully in a complex intercultural and international environment, and frequent travel is required.

MAIN RESPONSIBILITIES

- Achieving growth by reaching sales targets through successful management of the business partners portfolio;
- Building and promoting strong, long-lasting business relationships through understanding the needs of our partners;
- Presenting sales, revenue and expense reports while providing realistic forecasts to the management team;
- Identifying emerging markets and market shifts through full awareness of new products and competitor status;
- Developing action plans for field sales and advertising to accomplish marketing and sales goals;
- Researching, analyzing and summarizing data and trends to provide accurate analytics and information through concise reporting;
- Delivering product & sales presentations to the sales force as well as administering ongoing brand training;
- Supporting the retail & marketing team in identifying and coordinating B2B and B2C events and marketing opportunities in the territory;
- Assuring the company is aware and updated on market trends as well as competitors' relevant product, sales & marketing offers.

SKILLS

- Fluent English, Italian and Spanish;
- Familiarity with standard sales and marketing tools;
- Data analysis and reporting;
- Computer proficiency, in particular Office Suite (Excel);
- Leadership with proven record in generating results;
- Excellent communication skills, both written and verbal;
- Ability to work in a proactive way, with superior attention to detail and organization;.

REQUIREMENTS

- Bachelor's Degree in Business/Marketing or related field;
- A Passion for Cycling;
- 3-5 years of experience in sales representation, preferably in the cycling or outdoor industry;
- 1-2 years of managerial experience in an international setting;
- Located in USA or able to move to USA (California).

All qualified applicants will receive consideration for employment without discrimination on the basis of race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran status, disability, or any other factors prohibited by law.

To apply, please, send your CV in the dedicated section "Careers", or to job@selleroyalgroup.com

About Us

Selle Royal started in Italy in 1956 as a small workshop for bicycle saddles founded by Riccardo Bigolin and has become one of the most admired Groups in the cycling industry. With brands for each market segment and end-user from urban/city/comfort to mountain bike, road/race bike, and heritage/classic/travel.

With sites in Italy, UK, California, Taiwan, Brazil and China, the Selle Royal Group is engaged in the development, production and commercialization of bicycle saddles, bicycle accessories hard goods such as seat-posts, bar tape and wheels, as well as cycling clothing and soft goods including bags and cycling shoes.

Selle Royal Group – USA Offices
California, USA

job@selleroyalgroup.com

Portfolio of brands: Selle Royal, Fi'zi:k, Brooks England, Crankbrothers, Pedaled.