



Key Account Manager (f/m)

You are an experienced and talented Key Account Manager (m/f) with the ability to own the responsibility for building our client base. Help us to make COBI a success with worldwide clients. You are an extremely motivated high-achiever, reporting directly to the Head of International Sales.

What connects us is a passion for cycling, digital technology and good design as well as the desire to try out new things and always question the status quo. We want to make a difference and put ourselves at the forefront of a new movement.

COBI has established a brand new market segment, of which we are the leader. Our partners value this and want to take advantage of this. All of our marketing activities are aimed at making COBI touchable and tangible. We scrutinize every action to ensure that it delivers the COBI experience – whether by trying it out, listening to experiences from others or from a trusted partner. The user, rather than technology, is our key priority. The ideal candidate will have a great passion for COBI and execute all activities with respect to the COBI brand strategy.

The position is located in Frankfurt / Germany.

Responsibilities:

- Market analysis and acquisition of bike manufacturers, retailers and distributors as retail partners
- Promote and sell the COBI Affiliate Programme (CAP) to retailers and distributors
- Discuss and define joint marketing and sales goals with retail partners
- Collaborate with the inside-sales Affiliate Manager
- Prepare analysis and optimization of KPIs relevant for the Regional Sales Manager, including defining and implementing these in collaboration with Business Intelligence
- Report to the Head of International Sales

Your Profile:

- Solid experience in the acquisition of new clients and sales channels for technical products.
- Several years of experience working with clients (bike manufacturers, retailers, distributors).
- Authentic, motivated and motivating personality.
- Experience working together with intercultural teams, experience of working abroad welcomed.
- A team player with excellent communication skills, an open and friendly personality and natural flair and understanding of service quality, client and brand orientation.
- Very good analytical skills and a talent for figures and their use within a „sales“ context.
- Excellent spoken and written German and English. Further languages advantageous.

What we offer:

- Your talent and influence can make a lasting contribution to the success story of a market pioneer
- You will perform an exciting role within a dynamic working environment, which will provide a long-term challenge.
- You can enjoy open communication with your manager, who welcomes new thoughts and ideas.
- You can enjoy an excellent working culture where employees are valued.
- You will receive an attractive remuneration package.

Interested? Please find out more about us on www.cobi.bike and get in touch with Antje Heile (jobs@cobi.bike).