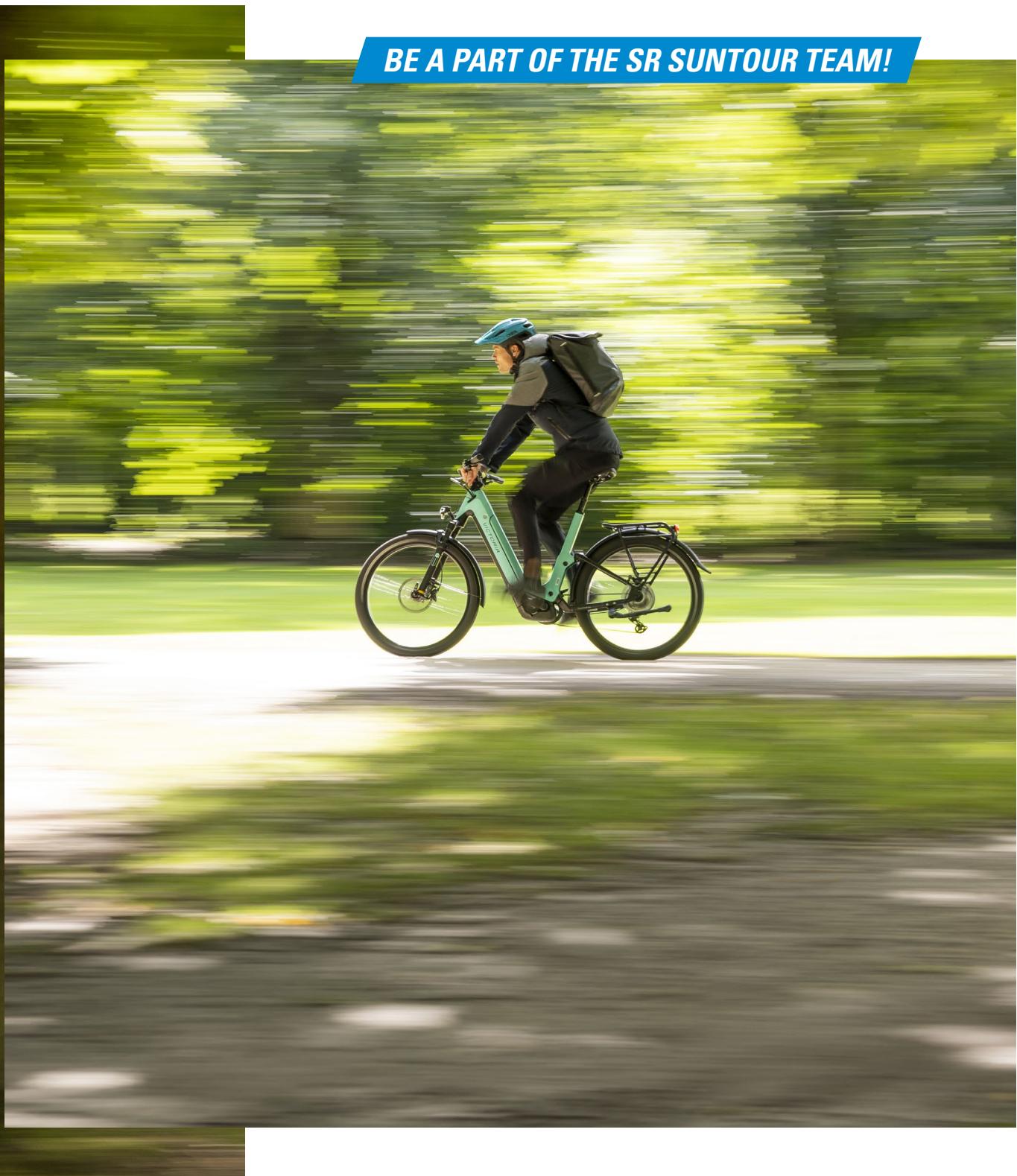
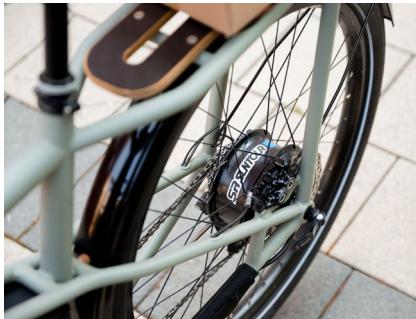


BE A PART OF THE SR SUNTOUR TEAM!



OEM ACCOUNT MANAGER (f/m/d)

Warngau (near Munich - Germany)



SR SUNTOUR is an industry-leading bicycle component company specializing in the development and manufacturing of suspension, drivetrain, and e-bike systems. We focus on bringing reliability, serviceability, and value to our entire range of products which are designed for beginner riders, professional cyclists, and everyone between.

**WE CONTRIBUTE BICYCLE PARTS WHOLEHEARTEDLY
AND WITH PRIDE TO SOCIETY**

Since our humble beginnings in 1988, our company has grown into one of the world's most recognized bicycle component brands. Today we own and operate 4 factories, maintain corporate regional headquarters, and have a worldwide network of 56 distributors across 44 countries servicing hundreds of brands, thousands of retailers, and millions of cyclists annually.

SR SUNTOUR's success would not be possible without our team of skillful and dedicated employees. While we are happy to celebrate our successes we never stand still as we are tirelessly shaping the future of cycling. That's where you come in.

OEM ACCOUNT MANAGER (f/m/d)

Warngau (near Munich - Germany)

We are looking for an OEM account Manager (f/m/d) primarily for suspension products for our German headquarters in the south of Munich (Warngau). SR SUNTOUR is an industry leader in the development and manufacture of bicycle components such as suspension forks, shocks, seat posts and e-bike drive systems. Our products are reliable, easy to maintain and comfortable. We employ around 1800 people in four factories and worldwide service centres. Our components are used by many millions of cyclists every day.

As an OEM account manager, you will be another point of contact for our OEM customers. You will build long-term customer relationships and work with the OEM customer to find the products that best fit their individual needs, helping them to create specifications.

TASKS

- Intensive communication with customers to understand their needs and explain product specifications
- Establishing and expanding the sales territory
- Close cooperation with internal departments (Taiwan, Germany, Italy, France) to improve processes and better satisfy our customers
- Collect and analyse data to learn more about customer behaviour and identify industry trends in time
- Travel at least 50%, mainly in the DACH market

REQUIREMENTS

- University Degree (business, communication or similar) or vocational training in the technical field, preferably with corresponding additional commercial qualification
- Experience in sales in the bicycle industry and/or a passion for the world of bicycles
- High level of technical know-how and the ability to apply this knowledge to our products
- Good written and spoken English
- High willingness to travel (driving licence)
- Negotiating skills and strong communication skills
- Confident appearance and strong customer orientation
- Experienced handling of MS-Office
- Passionate cyclist (desirable)

WHAT YOU CAN EXPECT

- Permanent position with regular working hours MO - FR
- Modern workplace with good transport connections to the state capital
- In our team we are per YOU
- Job bike leasing
- Employee discounts
- Meal vouchers (Edenred)
- Drinks, coffee and fruit

OEM ACCOUNT MANAGER (f/m/d)

Warngau (near Munich - Germany)

Joining the SR SUNTOUR team will provide us both with the opportunity:

TO BOND

A global presence can only be realized through the success of local teams. Joining SR SUNTOUR is an opportunity to become an integral part a professional and enthusiastic team in a pleasant and familial atmosphere. It is also an opportunity for us to diversify, to welcome a new perspective, and to share our passion for our work and our products.

TO GROW

The exchange of knowledge can be the most rewarding part of teamwork. While we will rely on your expertise to help us improve and grow our products and processes, it is also an opportunity for you to learn from our team of experts who are a wealth of knowledge and inspiration.

TO CHALLENGE

Our customers constantly challenge us to improve our products. When they push our components to their limits, they inspire us to push ourselves. We will challenge you, your skillset, and your knowledge, and humbly ask that you do the same to us in return. This is how, together, we will bring SR SUNTOUR to new heights.

TO THRIVE

The word „sustainability“ gets thrown around a lot these days, but to us it means much more than just our dedication to the natural environment. Our concept of sustainable employment means offering a positive, progressive workplace with open communication, fair wages, and a focus on work-life balance in support of long-term professional relationships.

Do you want to become part of the SR SUNTOUR team?

Send your CV and a short motivation letter to fabio.sturaro@srsuntour-cycling.com

Your contact person: **Fabio Sturaro**

Location: *Riedstraße 31, 83627 Warngau, Germany*

WERDE TEIL DER SR SUNTOUR FAMILIE!



OEM ACCOUNT MANAGER (w/m/d)

Warngau (Nähe München - Deutschland)

Für unsere deutsche Hauptniederlassung im Münchner Süden (Warngau) suchen wir für den Bereich Suspension einen OEM account Manager (w/m/d). SR SUNTOUR ist branchenführend in der Entwicklung und Herstellung von Fahrradkomponenten wie Federgabeln, Dämpfern, Sattelstützen und E-Bike Antriebssystemen. Unsere Produkte sind zuverlässig, wartungsfreundlich und komfortabel. In vier Fabriken und weltweiten Servicestützpunkten beschäftigen wir rund 1800 Mitarbeiter. Unsere Komponenten werden täglich von vielen Millionen Radfahrern genutzt. Als OEM-Kundenbetreuer bist du ein weiterer Ansprechpartner für unsere OEM-Kunden. Du baust langfristige Kundenbeziehungen auf und versuchst gemeinsam mit dem OEM-Kunden die Produkte zu finden, die am besten zu seinen individuellen Bedürfnissen, um ihn auf diese Weise bei der Erstellung von Spezifikationen zu unterstützen.

AUFGABEN

- Intensive Kommunikation mit Kunden, um deren Bedürfnisse zu verstehen und Produktspezifikationen zu erläutern.
- Aufbau und Ausbau des Vertriebsgebietes
- Enge Zusammenarbeit mit internen Abteilungen (Taiwan, Deutschland, Italien, Frankreich), um Prozesse zu verbessern und unsere Kunden noch besser zufrieden zu stellen
- Sammeln und Analysieren von Daten, um mehr über das Kundenverhalten zu erfahren und rechtzeitig Branchentrends zu erkennen
- Reisetätigkeit mindestens 50%, hauptsächlich im DACH-Markt

ANFORDERUNGEN

- Abgeschlossenes Studium (Wirtschaft, Kommunikation oder ähnlich) oder Berufsausbildung im technischen Bereich, gerne mit entsprechender kaufmännischer Zusatzqualifikation
- Erfahrung im Vertrieb in der Fahrradbranche oder/und Leidenschaft für die Fahrradwelt
- Gutes technisches Know-How in Theorie und Praxis und die Bereitschaft dieses Wissen an unseren Produkten anzuwenden
- Gute Englischkenntnisse in Wort und Schrift
- Hohe Reisebereitschaft (Führerschein)
- Verhandlungsgeschick und Kommunikationsstärke
- Sicherer Auftreten und eine starke Kundenorientierung
- Versierter Umgang mit MS-Office
- Passionierter Radler (erwünscht)

WAS DICH ERWARTET

- Unbefristete Festanstellung mit geregelten Arbeitszeiten MO - FR
- Moderner Arbeitsplatz mit guter Verkehrsanbindung an die Landeshauptstadt
- In unserem Team sind wir per DU
- Jobrad Bike-Leasing
- Mitarbeiterrabatte
- Verpflegungsgutscheine (Edenred)
- Getränke, Kaffee und Obst

Möchtest du Teil des SR SUNTOUR Teams werden?

Sende uns deinen Lebenslauf und ein kurzes Motivationsschreiben an fabio.sturaro@srsuntour-cycling.com

Ansprechpartner: **Fabio Sturaro**