

BE A PART OF THE SR SUNTOUR TEAM!



ACCOUNT MANAGER OEM (m/f/d)

Covering Central and Eastern Europe (CEE)



SR SUNTOUR is an industry leader in the development and manufacture of bicycle components such as suspension forks, rear shocks, seat posts and e-bike drive systems. Bicycle brands worldwide rely on our reliable and easy-to-maintain products which are used by many millions of cyclists every day. As an account manager OEM, you will develop personal and confidential relationships with bicycle manufacturers. Thanks to your industry experience you will quickly be able to map customer requirements with the SR SUNTOUR product portfolio.

YOUR TASKS:

- Technical sales and distribution of our bicycle chassis components to OEM customers in Central and Eastern Europe
- Active support and further development of OEM customers
- Strategic establishment and development of new business relationships
- Identifying customer requirements and competitive situations
- Agreement of technical specifications with product management
- Preparation of market and potential analyses
- Conducting contract and price negotiations
- Close communication with the internal product management and sales team
- Participation in national and international trade fairs and bike events

YOUR PROFILE:

- You have completed a degree in business administration or a commercial training
- You have at least 5 years of professional experience in sales of technical products that require explanation
- You are emphatic, engaging, and have strong communication skills
- You are highly self-motivated and work in a structured and efficient manner
- You are enthusiastic about bicycles and ideally you have already worked in a similar position, e.g. Key Account Manager
- You are fluent in business English; Linguistic knowledge of eastern European languages is an advantage
- You have a high willingness to travel and the ability to work in a team
- You have good knowledge of MS Office, especially Outlook, Excel, Word and Teams

WE OFFER:

- A challenging and versatile job in a globally operating company
- Work in the future-oriented sector of sustainable mobility
- Flat hierarchies and open communication in a cooperative team
- Personal development in a future-oriented and international company
- A fair and appropriate salary, as well as a permanent employment contract
- Company bike leasing and employee discounts

Become part of the SR SUNTOUR family and shape the future of the bicycle industry with us. We look forward to meeting you soon. Please send us your complete application documents, including salary expectations and starting date preferably as a PDF file by e-mail to Eva Hsu: eva@srsuntour-cycling.com