



CANDIDATE BRIEF FOR THE POSITION

Sales Manager Switzerland

Role: Sales Manager Switzerland
Reports to: Sales Director
Client: killtec Sport & Freizeit GmbH
Location: Switzerland

Background

For 35 years, the company killtec has been developing collections for sports and leisure with lots of passion and experience. More than 130 employees work at the headquarters in Buchholz in der Nordheide close to Hamburg, who focus mainly on design, product development and product technology.

The brand program consists of the core brand killtec and the brand G.I.G.A. DX, which has been on the market since 2007. The products of this line stand for causal, sporty fashion with a distinct lifestyle orientation.

The product palette at killtec encompasses functional clothing. Ski sports and outdoors are the core competencies of the company, whereby current fashionable trends are always incorporated in the design, too. All products distinguish themselves by their intricate details and their excellent value for money, as is confirmed time and again by our enthusiastic customers. With killtec products, pleasure and fun during sports activities and in everyday life are a given.

The Role

Leading all Sales for Switzerland, the Sales Manager Switzerland will lead the commercial activities for killtec in the country and continuously develop the company's business for the region. The Sales Manager will be the primary contact person for killtec's client base in Switzerland and be the ultimate ambassador for the brand.

Based in Switzerland, the position reports directly to the killtec Sales Director.

Tasks and Responsibilities

- Participate in the concept creation and implementation for killtec's sales
- Plan, implement and control revenue-generating measures
- Grow sales in a brand-consistent way and provide recommendations to expand distribution to new customers

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- Hold ownership of assigned distributor and/or key account's regular revenue and sales plans
 - Facilitate the onboarding of new distributors and working with them to grow sales- and brand awareness in the market
 - Conduct regular meetings with distributors to agree on strategic priorities provide support to them as well as monitor & review progress against the revenue plan
 - Ensure comprehensive sales plans are in place and continually re-examined for all key retailers in the market.
 - Embody the essence of the killtec brand as a family-owned business and create brand awareness
 - Care, support and administer customer data
 - Develop market analysis and monitor sales targets
 - Negotiate with clients / vendors as needed
 - Project management of sales initiatives and programs

Qualifications & Skills

- 4-5 years of sales experience in the Swiss sporting goods-, outdoor- or FMCG industry
- Passionate about product; in-depth understanding of products in the lifestyle/ fashion environment
- Profound knowledge of the Swiss Market and the stakeholders
- Entrepreneurial approach and autonomous workstyle while open to collaborate within the framework of a family-owned company
- Excellent self-organization and time management skills
- Ability to deliver sales goals in a changing market
- Excellent presentation skill to persuade current and potential customers
- Pro- active (engaging & impact-oriented) mindset, willingness to take risks on decisions
- Outgoing personality, agile, active, empathic and sales driven
- Based in Switzerland with willingness to travel
- Fluency in German; French skills are a strong asset



How to Apply

To apply, the candidates should send the following:

- Letter of application highlighting relevant experience
- Up to date curriculum vitae
- Details of current remuneration

For a confidential discussion about the role, please contact:

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