



JETZT
ONLINE
BEWERBEN!

ZU SOFORT:

ACCOUNT MANAGER KALKHOFF / DENMARK (M/F/D)

KALKHOFF MOVES YOU EVERYWHERE

We Move You Everywhere

Are you as enthusiastic about cycling as we are? Would you like to work for a premium brand? Are you eager to join our mission move our customers Everywhere?

Kalkhoff is “Made in Germany” since 1919. Kalkhoff is the leading manufacturer of premium innovative E-Bikes, based in Cloppenburg, Germany. We operate and cycle worldwide: from the Swiss mountains, to the Dutch country side, to the Australian desserts. As of 2022 Kalkhoff is embarking on a new journey.

Since 2012, Kalkhoff is part of family owned Pon.Bike Group, which holds brands Focus Bikes, Gazelle, Union, Cervélo Cycles, Santa Cruz Bicycles, Urban Arrow and BBB.

To strengthen our Danish Sales team, we are looking for an Account Manager for the Copenhagen area in Denmark as of the 15st of April 2021.

ABOUT THE ROLE

We are looking for a professional and motivated Account Manager to further expand and strengthen our network in Denmark.

RESPONSIBILITIES:

- Promote Kalkhoff to our network of partners
- Develop and professionalize our position in your dedicated area
- Achieve the commercial goals that are set for Denmark and your area
- Build relationships with your partners and share best practices
- Provide on a monthly basis an overview of your activities and your plans to reach your goals
- Collect market information and report on essential topics
- Be able to build and execute a prospecting plan
- Manage the pre-orders, the backorders and the restocking during the season
- Represent Kalkhoff during the most important bicycle events in Denmark and bring key partners to our HQ in Cloppenburg, Germany.

REQUIREMENTS:

- A proactive, an inborn ‘door-opener’ and a real relationship builder frame of mind
- Strong communication skills and super eager to make the difference
- 3-5 years of experience in a Sales role with a strong focus on new business
- Preferably several years of experience in the bicycle industry
- Great passion for cycling
- A commercial degree, at the very least a Bachelor
- English skills, both verbal and written
- Proven skills with the pack Office, especially Excel
- To participate in a few weekend events a year (fairs, demo events ...)
- No problems to spend a few overnight stays during your weekly business trips

WHAT DO WE OFFER:

To start, you can expect a competitive salary (both fixed and flexible), a company car, phone and laptop. Besides this, you are the link to build our brand further in Denmark and be part of our fast-growing international sales unit at Kalkhoff. You will be part of the success in Denmark.

Kalkhoff is owned by Pon, a Dutch family-owned business operating globally and in many markets. This brings you opportunities for learning and moving forward in your career.

Are you looking for the challenge? Then we look forward to seeing you!

Send your application via the online form

Kalkhoff Bikes · Siemensstraße 1 – 3 · 49661 Cloppenburg

JETZT BEWERBEN

KALKHOFF
PURE FREEDOM

Derby Cycle Werke GmbH · Siemensstraße 1-3 · 49661 Cloppenburg
kalkhoff-bikes.com · @kalkhoffbikes