



ACCELL
BIKE PARTS

EUROPEAN KEY ACCOUNT MANAGER (m/f/x)

Accell Bike Parts GmbH is a leading distributor of bicycle parts and accessories to businesses across Europe. Via our pan-European network of specialist logistic locations we strive to be the most trusted logistics & service partner to the bicycle industry. Partnering with the biggest and best brands, retailers and e-tailers across the UK and Europe we work every day to make people happier and healthier by keeping them on two wheels. The European KAM will develop and implement a pan-European Sales Partnership strategy that truly delivers on the ABP business targets and adds value to our business partners via our unique pan-European logistics and service network.

KEY RESPONSIBILITIES & ACCOUNTABILITIES:

- Create and implement the strategic sales plan for multi-national key accounts. Develop associated brand and product plans, seasonal sales forecasts, and annual revenue goals for the European Key Accounts, to ensure targets are achieved
- Take full ownership of the multi-national customer accounts across the UK & Europe, focusing on the maintenance and growth of category market share. Develop and maintain a strong partnership relationship with all accounts to promote sales success on a pan-European basis
- Via the matrix organization provide clear leadership and support of all Regional Account Managers to ensure an effortless customer experience for all pan-European accounts and cross border business agreements
- Collaborate with colleagues from Global Proprietary Brand Management, ABP Digital and E-Commerce Team, Global and Regional Sales & Marketing Teams and Finance
- Be a champion of the ABP team charter, by bringing positive energy, an open communication style and respectful feedback ensuring a great add value collaboration style on both a regional and ABP level

QUALIFICATIONS, SKILLS AND EXPERIENCE:

- Solid track record in account management, including experience with major bicycle e-Commerce businesses and Amazon
- Excellent commercial knowledge and network within the UK & European cycling markets with a track record in building strong professional relationships at all levels, both internally and externally
- As a creative thinker you are positive, persuasive and collaborate effectively both internally and externally, experienced with matrix organizations
- Excellent verbal and written communication skills, additional language skills would be advantageous
- Proficient in MS Office and CRM software - Salesforce is a plus

YOUR BENEFIT:

- Challenging tasks and inspiring projects in a dynamic and international team
- Flexible workplace in any ABP regional office location (with partial possibility of remote work) and regular travel throughout Europe
- Attractive salary package

If you would also like to be part of the ABP success story, please send your application documents and your possible starting date to career@winora-group.de.