

TERRITORY SALES AGENT – AUSTRIA

A Bit About Us:

Megamo is a historic and prestigious bicycle brand, born and located in Girona (Spain), one of the most important cycling hubs in the world.

At Megamo, adding value goes beyond being a mere commercial objective; it is within our DNA, from our product creation philosophy, to connecting with customers and consumers in defining our brand. We constantly challenge our boundaries and each of our developments, so that every Megamo product reflects the best technology in the cycling industry with a unique image and maximum performance.

Megamo is not just a brand, but a symbol of passion, innovation, and a constantly growing cycling community.

Job description:

The next step for the brand is global growth, and for this, Megamo is looking for a sales agent with knowledge of and access to the Austrian bicycle distribution market.

The agent will need to build relationships and work closely with these channels to ensure that all active partners not only feel part of the Megamo family, but also ensure that our message and dedication is always evident.

Ideally, the agent should be a passionate cyclist with bicycle sales experience, a confident personality, and a working knowledge of the global bicycle market. If you can expertly partner with our dealers to guide sales forecasts, understand their unique needs, provide unrivalled support, and empower the brand in territories where we are not directly active, this offer is for you.

Responsibilities:

- Achieve sales targets and territory targets.
- Evaluate and establish new distributors in Austria.
- Develop and maintain an understanding of the Megamo brand, its philosophy and history.
- Develop the dealer base and increase brand visibility in the country.
- Coordinate orders and deliveries with Megamo B2B.
- Be proactive in delivering commercial requirements to Megamo as a business.

Requirements:

- Experience in the bicycle sales sector with access to distribution.
- Residence in Austria and knowledge of the industry and market.
- Passionate about cycling in any category: road, MTB, Gravel or e-Bike trade.
- English language professional level.
- Willingness to travel.
- Self-motivated but able to take instructions, highly organized.
- Excellent interpersonal and communication skills.

We Offer:

- Competitive salary based on commissions and proven experience.
- Freelance position, able to work with other companies (but exclusively when it comes to bikes, for Megamo).
- Be part of a team with great challenges and ambitions.
- All this together with the collaboration of a group of people who are passionate about what they do.

If you are passionate about cycling and have experience in the cycling and sales sector, this is your opportunity. Send us your CV at the following email address: marketing@megamo.com
