



Account Manager Mountain EMEA (m/f/d)

POSITION SUMMARY

Reporting to the Commercial Manager, you will be a member of BOA's global Commercial Team. The Commercial team builds strategic partnerships to grow BOA's market share (models/volume) across key Brand Partners and segments around the globe. In this Account Manager role, you will focus on evolving the *Mountain* segments of BOA's EMEA business. Our Mountain business is mainly based on Snowboard, Alpine, Cycling and Outdoor. You will be the primary point of contact for Brand Partner accounts as assigned by the VP – Commercial EMEA.

YOU WILL

- With the support of the Commercial Manager, build the business with key Brand Partners (BPs) to meet 2YR and 5YR revenue plans, guide model adoption and line plan commitments to align to the goals of BOA's strategy
- Develop relationships with strategic BP contacts across product/marketing/operations
- Align BPs to BOA's Commercial and Brand Guidelines focusing on positioning, representation and messaging
- Lead the sell-in process through creation and delivery of professional presentations
- Work with BOA's Customer Product Development team to apply solutions to brand partner products that transform fit and performance
- Ensure development process is strategic by prioritizing new model resources, aligning Brand Partner development calendars with proposed segment plan and supporting BOA's development process from end to end
- Support annual planning process with quarterly updates, and work with Commercial Manager to create annual strategic plans for your key BP's
- Work with BOA's regional trade marketing teams on product launches and trade shows
- Perform administrative tasks such as managing BOA's CRM platform, completing required reporting, and presenting business updates for different audiences at BOA

YOU HAVE

- Bachelor's Degree
- 2+ years of Account Management, Sales, or Product Marketing experience
- The ability to collaborate and build relationships with diverse groups of people
- Comfort and experience providing public presentations
- Exposure to and experience working with product development teams and processes
- Ability/flexibility to travel in Europe up to 40%, and to the Denver based HQ one time per year

IT'S A BONUS IF YOU HAVE

- Authentic interest and passion in Snowboard, Alpine, Cycling or Outdoor segments
- Retail buying / managing experience in Snowboard, Alpine, Cycling or Outdoor segments
- Understanding of end consumer market dynamics and insights to the segments above

If you are interested, please apply online.

For legal reasons, we are obliged to point out the minimum salary for this position according to the collective agreement, which is 1981.- EUR gross per month. However, our attractive salary packages are based on current market salaries and are therefore significantly above the stated minimum salary, depending on your experience and skills.

Please note this job description is not designed to include every duty or responsibility that the employee may be asked to perform. Management may assign or reassign duties and responsibilities at any time.