

BURTON



We are currently looking for an:

Area Manager West Austria (m/f/d)

For the Winter Season 21/22

THE PRIMARY RESPONSIBILITIES FOR THIS POSITION ARE:

- Establish, develop and maintain sustainable business and customer relationships across all distribution channels
- Primary day to day sales contact for dealers, responsible for driving successful sell-in, sell-thru and in-season service for all categories
- Plan & organize local consumer activations with e.g. On-snow demos/ community events, with the target to leverage Burton's direct business (stores & ecommerce) and grow with premium wholesale partners
- Identifying and capitalize on sales opportunities
- Result tracking, local market analysis, regular reporting and information flow
- Conduct product showings, order meetings, clinics and promotional activities with a focus on digital communication and support tools
- Engage with, educate and motivate dealer sales staff on all categories through product demos, showings, clinics, regular visits, and regional events
- Represent the company and brands in a professional manner and with positive attitude towards the accounts, to consumers, and to media where required
- Work with Burton internal marketing team to implement best in class standards for retail merchandising, digital marketing support and event execution

ESSENTIALS FOR THIS ROLE ARE:

- Min. 5 years of wholesale, brand and marketing experience
- "Digital first" mind- and skill set
- Strong understanding of changing market environment and business challenges
- Proven track of successful execution of sales strategies and programs with well-known brands
- Fluency in German and English

OUR OFFERING:

- A strategic position at the global market leader in the snowboard & snowboard lifestyle industry
- Very good team spirit, flat hierarchies, shared outdoor activities
- Working as part of a multinational team, located in the heart of the Alps
- Competitive, rewarding compensation package, depending on your qualifications and experience

We are looking forward to receiving your CV and cover letter online at jobs.burton.com/