

**BE A PART OF THE SR SUNTOUR TEAM!**



# ***OEM & RETAIL ACCOUNT COORDINATOR (f/m/d)***

*Warngau (near Munich - Germany)*



**SR SUNTOUR is an industry-leading bicycle component company specializing in the development and manufacturing of suspension, drivetrain, and e-bike systems. We focus on bringing reliability, serviceability, and value to our entire range of products which are designed for beginner riders, professional cyclists, and everyone between.**

## ***WE CONTRIBUTE BICYCLE PARTS WHOLEHEARTEDLY AND WITH PRIDE TO SOCIETY***

Since our humble beginnings in 1988, our company has grown into one of the world's most recognized bicycle component brands. Today we own and operate 4 factories, maintain corporate regional headquarters, and have a worldwide network of 56 distributors across 44 countries servicing hundreds of brands, thousands of retailers, and millions of cyclists annually.

SR SUNTOUR's success would not be possible without our team of skillful and dedicated employees. While we are happy to celebrate our successes we never stand still as we are tirelessly shaping the future of cycling. That's where you come in.

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**We are searching for a candidate (f/m/d) who is passionate and experienced about bicycle products as well as profound and proactive in his approach to work.**

**As OEM and Retail Account Manager you will act as a point of contact for our OEM customers and select key retailers in South of Germany, Austria & Switzerland. You will create and/or expand long-lasting, mutually beneficial relationships, always striving to find the products with the best fit for the individual needs of the client and this way guide them during the specification making process.**

### **RESPONSIBILITIES**

- Communicating with clients to understand their needs and explain product specification.
- Building relationships with clients based on trust and respect in terms of product, marketing and service needs.
- Collaborating with internal departments (Taiwan, Germany, Italy, France) to facilitate client need fulfilment.
- Collecting and analyzing data to learn more about consumer behavior.
- Resolving complaints and preventing additional issues by improving processes.
- Identify industry trends
- Report back to International as well as European sales, product & service management and work closely on solutions for customers.

### **REQUIREMENTS**

- Bachelor's degree in business, communications, or related field or equivalent commercial background
- Experience in bicycle business or/and passionate of bicycle world.
- Exceptional verbal and written communication skills in German and English, other languages considered as a benefit
- Adaptability and strong problem-solving skills.
- Active listening skills
- Ability to collaborate with others within the company and externally.
- Understanding of consumer behaviors and industry trends.
- Extensive, accurate technical product knowledge.
- Passionate rider (desired)

Share for traveling 50%

Mainly DACH market but it may be required to travel other countries/ customers on demand

Others

Phone, Computer, Car when traveling 50%

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**Joining the SR SUNTOUR team will provide us both with the opportunity:**

### ***TO BOND***

A global presence can only be realized through the success of local teams. Joining SR SUNTOUR is an opportunity to become an integral part a professional and enthusiastic team in a pleasant and familial atmosphere. It is also an opportunity for us to diversify, to welcome a new perspective, and to share our passion for our work and our products.

### ***TO GROW***

The exchange of knowledge can be the most rewarding part of teamwork. While we will rely on your expertise to help us improve and grow our products and processes, it is also an opportunity for you to learn from our team of experts who are a wealth of knowledge and inspiration.

### ***TO CHALLENGE***

Our customers constantly challenge us to improve our products. When they push our components to their limits, they inspire us to push ourselves. We will challenge you, your skillset, and your knowledge, and humbly ask that you do the same to us in return. This is how, together, we will bring SR SUNTOUR to new heights.

### ***TO THRIVE***

The word „sustainability“ gets thrown around a lot these days, but to us it means much more than just our dedication to the natural environment. Our concept of sustainable employment means offering a positive, progressive workplace with open communication, fair wages, and a focus on work-life balance in support of long-term professional relationships.

**Do you want to become part of the SR SUNTOUR team?**

**Send your CV and a short motivation letter to [fabio.sturaro@srsuntour-cycling.com](mailto:fabio.sturaro@srsuntour-cycling.com)**

Your contact person: **Fabio Sturaro**

Location: *Riedstraße 31, 83627 Warngau, Germany*