

# International Key Account Manager\*in

Stellenanbieter: FOND OF GmbH

Hello,

**we're FOND OF!**

And, we make amazing products, such as backpacks, shoes, accessories, and many more. For us, "amazing" stands for top quality, special features, designs, and responsible manufacturing – they are fun all around. How do we achieve this? Mostly through team play.

Shared successes drive us. Each of us takes responsibility – "can't do" doesn't exist here. And yet, we don't take ourselves too seriously. Appreciation is often just a friendly, cheeky wink away. Here, you can be yourself. You use your strengths for our brands to make the impossible, possible, in the team – and WE give you the trust you need for your success. Curtain up and stage clear: now it's YOUR turn!

## ARE YOU FOND OF

- **SALES?** You're a born sales talent, have initial contacts in the retail sector, and can excite retailers and customers alike with our brands in the shoes and/or backpack categories. For this position, previous background and understanding of the footwear industry is important.
- **ACQUISITION?** With passion, you conquer new partners, points-of-sale for your region and establish our brands as leading kids' brands in your sales territory.
- **CUSTOMER HAPPINESS?** You love engaging with your customers, recognizing and awakening their needs, and building sustainable customer relationships.
- **CONTROLLING?** You think with sales responsibility, keep a close eye on the market, translate relevant information into key figures, and derive actions from them.
- **EVENTS?** You support the organization with worldwide trade fair appearances, present our shoes / backpacks on-site together with your team, and train our retailers.
- **STRATEGY?** You support your team in developing and implementing new, brilliant global sales strategies and work closely with our cross functional team to properly market our products.

If you see yourself in these tasks, then we are already a bit **FOND OF YOU**.

## IF YOU ALSO BRING

- International Sales experience, ideally in the areas of shoes, backpacks, sports, fashion, or streetwear,
- Hands on distributor, agent or other third-party account management experience,
- A sense and urgency for the needs of our customers and consumers,



- A confident demeanor and strong communication skills,
- Presentation and negotiation skills,
- Analytical skills,
- High level of enthusiasm, also for new products and ideas,
- Willingness to travel internationally,
- Passion, Fun in teamwork and humor,

... then we look forward to your application!

## What you will find at FOND OF

- **EVENTS!** Whether in summer on our rooftop terrace or during the team trip, you'll get to know your colleagues better over a lemonade.
  - **VACATION!** You have 30 days of vacation with us. Our cherry on top for you: you get your birthday off.
  - **MOBILITY!** With our free Germany ticket or your bike leasing, you're well equipped to come to the office in an environmentally friendly way or visit friends on the weekend.
  - **SHIP!** A great, bright, and open office with a sensational bar with a rooftop terrace (and a partial view of the cathedral), and a top-notch canteen. We subsidize the canteen (whether coffee, cake, or lunch). In our own gym, you can work out anytime on equipment or in free fitness and yoga classes.
  - **DAYCARE!** In our SHIP's own daycare, the little ones are lovingly cared for and can explore their own world on the Affenzahn playground.
  - **BIG DISCOUNTS!** For us, it's a given that we take our brands out into the world. Therefore, you and your loved ones are guaranteed big discounts. Of course, your first backpack is on the house! Don't worry, you don't have to wear an ergobag. AEVOR and pingpong are included.
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- **Arbeitszeit:** Vollzeit
  - **Berufserfahrung:** 2 - 3 Jahre

**Stellenanbieter:** FOND OF GmbH

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<https://fondofjobs.kenjo.io/international-key-account-manager-in-m-w-d-245611>

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