

Job Vacancy – Regional Sales Manager, South Germany

Are you an extrovert person with a passion for angling? - If so, we'd love to hear from you!

Sonik Sports Ltd is a leading fishing tackle supplier who is experiencing strong growth in Europe and Germany. Our brands count Sonik (carp fishing), Nytro (feeder fishing), and the newly launched Skeater (predator fishing). To support our growth in Germany we are seeking a Regional Sales Manager, with motivation to oversee and drive our business forward. Your role will mainly be field based and working out from a home office.

If you wish to make a sales career in the fishing tackle industry, or if you have already joined the industry i.e. working in a fishing tackle retail store but are ready for the next step, then please reach out to us, perhaps it is the perfect fit.

Objectives:

- Establishing new accounts and servicing and supporting existing accounts
- Meeting individual and company sales targets
- Handling key accounts to identify their needs and create solutions to ensure a successful and smooth sales process
- Provide customers with accurate and detailed product information
- Provide sales reports including territory analyses to your manager
- Offer fantastic customer service, including investigating and solving problems promptly and professionally
- Contribute to the team effort with good communication to the sales office
- Focusing on the goals, follow direction and work independent to get results

The applicant:

- Resides in the southern part of Germany (the territory is from the south up to Frankfurt am Main)
- Is passionate about fishing, and thrive working in a passion driven industry
- Have an extrovert, commercial, and "selling" attitude
- Have a proactive and self-driven mindset who finds energy from creating successes
- Is well presentable with excellent communication and negotiation skills
- Is well organized and can handle a busy work environment
- Is computer literate with experience in Microsoft Excel, Outlook, and Word
- Have a driver's license
- Is privately able to have a work week that requires being away from home several days
- Is as a minimum able to communicate in English at a basic level

We Offer:

- An attractive job in a forward-thinking and growing organization
- An informal working style, based on entrepreneurial mindset, commitment and passion
- Attractive basic salary plus performance related commission
- Fully funded company car
- Paid mobile phone subscription, iPad and laptop supplied
- Company credit card
- Paid travel and sales related expenses

Interested in applying?

Please forward your application in English with up-to-date CV to Sales Director, Michael Lund Pedersen: MichaelLund.pedersen@soniksports.com (Deadline June 8th).

About Sonik Sports

We are a dynamic company formed in 2008 by a group of anglers with a big vision and a passion to provide anglers all over the world with superbly designed fishing tackle. The UK Head Office and warehouse distribution centre is based in Northumberland in the UK. The company also has a big stance and an ever-growing presence throughout Europe and now has a second distribution centre near Prague, in the Czech Republic, to service its European dealer network.

With over 1000 dealers worldwide, Sonik has become a market-leading manufacturer of quality fishing tackle. Products that set new standards for quality, performance and exceptional value for money. A company that provides exceptional customer service and that will stand by its products.