



KING OF MACHINES

THE TEAM KING OF MACHINES IS LOOKING FOR IMMEDIATELY:
KEY ACCOUNT MANAGER EMEA REGION (M/W/D)

WE ARE NOT LOOKING FOR EMPLOYEES,
WE ARE LOOKING FOR TEAM MEMBERS!

Since 1980, we have been developing and producing the best strength training equipment in the heart of the Ruhr area. Our focus is on excellent biomechanics, unsurpassed quality and durability as well as clear design. Our production process combines state-of-the-art technology and traditional craftsmanship, with an in-house production depth of over 95% – that's quality "Made in Germany".

We are the gym80 team!
We are KING OF MACHINES!

We are hiring for immediate start a key account manager for the EMEA Region. Mobile working, home office or remote possible.

YOUR DUTIES

- Key account customer acquisition
- Development of long-term customer relationships
- Retention and customer care of existing key accounts
- Negotiation and closing of frame deal contracts
- Revenue responsibility in your clientele
- Project management in coordination with the client
- Strategic advisory to the board of directors

THE MEASURES:

- Number and quality of closed frame deal contracts
- Revenue development
- Sales funnel and lead opportunities
- Sales vs. annual opportunity plan
- Rentability development (margin vs. costs)
- Direct and indirect customer contacts

YOUR QUALIFICATION:

- Experienced international b2b sales manager
- Ideally in the fitness or sports sector
- Provable success in building a key account customer network
- Provable success in growing a brand
- Negotiable English in speaking and writing
- Willingness to travel

INTEREST AROUSED?

Then send your complete documents, including your salary requirements, exclusively by e-mail with the keyword „EMEA“ to: jobs@gym80.de



gym80 International GmbH
Wiesmannstraße 46
45881 Gelsenkirchen
+49 209-970 64 0