



ENGINEERS
OF ACTIVE
LAYERS
SINCE 1946

To strengthen our International Sales Team at our Headquarter in Huenenberg/ZG, we are looking for a motivated, communicative and well-educated person as

International Key Account Manager (100%)

In this role, the International Key Account Manager is responsible for performing the sales missions delegated by the Sales Director International Markets in order to achieve the goals set. In particular, there are the following main tasks for the International Key Account Manager in this position:

- Contributes to the sales (pre-seasons, net re-orders) according to the plans in the sales perimeter;
- Prepares and performs the sell-in pitch of the seasonal concepts and ranges with the buying teams of the requested clients;
- Makes sure that the orders are matching the targets, on due time and due trade terms;
- Makes sure that the deliveries to clients are performed correctly by the customer service and supply-chain;
- Prepares and performs with clients regarding the sell-out plans and ODLO appearance in the shops (Branded Zone, POP, Visual Merchandising);
- Prepares and performs the ODLO brand and technical features clinics to the sales clerks of the partners, directly or through delegated tech rep agencies;
- Collects, follows and analyses the sell-through of the ODLO ranges at partners doors and makes sure the replenishment is optimal;
- Makes sure that the partner plans and implements adequately its ODLO brand marketing and sales activations commitments in the market;
- Represents ODLO towards the partners.

To be successful in this role, the International Key Account Manager has the following background:

- 3 to 4 years' experience in International Sales in a similar role;
- Bachelor or Master Degree in Economics or similar;
- International mindset;
- Very good negotiation skills;
- Excellent command of English / German and French is a plus;
- Strong passion for sports/activities related to ODLO.

Are you interested to work within a dynamic, fast changing organization in the exciting world of sport with strong ability for advancement? Can you identify with the Odlo brand? Send us your complete application – we look forward to receiving it.

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Job Applicant Privacy Notice:
<https://www.odlo.com/de/de/customer-service/privacy-security/privacy-policy-new.html>

ODLO – ENGINEERS OF ACTIVE LAYERS

Born in Norway and engineered in Switzerland, Odlo offers performance sportswear across 6 categories: functional sport underwear, running, training, cycling, Nordic disciplines and outdoor.

With more than 70 years of heritage, Odlo, the inventor of performance sports underwear and the three-layer principle, continues to innovate, always making sure that it stays one step ahead, and is distributed in over 35 countries.

As a full-year performance brand, Odlo also shows strong commitment towards social and environmental sustainability, and is proud of its leader status at the Fair Wear Foundation.



odlo.com