

International Sales & Key Account Director

Are you ready to champion international sales and key account management in the dynamic world of sports? Do you thrive in a role that demands innovation, strategic thinking, and a drive for commercial excellence? Then this is your chance to join hummel in the role as International Sales & Key Account Director and take part in our continued growth journey!

Welcome to hummel A/S

At hummel, we strive to be a challenging, progressive, and innovative company that attracts and retains the brightest minds and creative talents from around the world. We are a brand with a unique history and culture – which we love and are proud of. Join our team and be part of our mission to change the world through sport.

"This role is a unique opportunity to lead and expand our sales strategies across Europe, particularly within the sports industry. If you're passionate about sports and eager to make a tangible impact, this position offers the perfect challenge." - [Henrik Svenning, CCO, hummel A/S]

Your Role With Us

As our International Sales & Key Account Director, you will play a pivotal role in steering our wholesale strategies and key account management to new heights, particularly focusing on the sports industry in the European region, where Germany is a key market. This position offers an exceptional opportunity to lead our sales efforts, from wholesale strategies to key account management, with a base in either Aarhus or Hamburg and requiring travel to key markets.

Your Daily Tasks Includes:

- Leading and managing our Group Sales team, while providing guidance, support and follow up to Country Managers and Sales Managers in our key markets.
- Developing and implementing international Go-To-Market & Sales strategies with a focus on the largest key accounts in Europe.
- Grow & accelerate our business with existing accounts as well as enter new customer relationships.
- Sales & Key Account Budgeting & planning
- Coordinate & align our commercial efforts across markets, ensuring a high degree of commercial excellence.
- Participation in International & local Key account meetings, Trade Fairs & events

Our New Team Player

- Has a minimum of 5-7 years of documented experience in a similar role, ideally within the sports retail & Teamsport industry.
- Exhibits an entrepreneurial spirit and is ready for the next challenge.
- If you speak German, it is advantageous due to our focus on the DACH region.
- Has demonstrated the ability to work internationally within a matrix organizational structure, managing several stakeholders.
- Is mature, self-driven, and possesses a broad sales and go-to-market focus with a specific emphasis on European sports distribution.

At hummel A/S

At hummel we are doing good while doing business. We have an open, honest and open communication with each other. We are always playing aggressively, and always on the lookout for our next big win, whilst at the same time being a united team where goals are reached together.

Your new workplace is at our headquarter at Balticgade 20, 8000 Aarhus C. Here you will play on the hummel team with approximately 250 colleagues, who are looking forward to making you part of the team.

We offer:

- A good workplace where development and relationships are in focus. We work across departments, creating a unique atmosphere where everyone greets each other and has good dialogue.
- Flexible working conditions, with the possibility of engaging in 1 hour of sports during work

hours.

- A good canteen arrangement with a delicious lunch and fruit scheme.
- A staff association “hummelbien,” which helps strengthen team spirit with company parties, Christmas lunches, excursions, cultural activities, etc.

Interested in Joining Our Team?

If the above sounds like the right opportunity for you, please send your application through the link below today.

We look forward to hearing from you!