

Sales Representative Motorsports

for fast-moving Swiss high-tech company

Position: Sales Representative Motorsports
Employment: 80-100%
Company: Bcomp Ltd., Fribourg, Switzerland
Starting date: January 2024 or to be discussed

POSITION OVERVIEW

Bcomp Ltd. is a young and dynamic Swiss company specialised in the development, marketing and sales of natural fibre composite solutions for high performance applications. With a background in the sports industry, we are now focusing on growing our presence in the mobility market. We develop sustainable lightweighting solutions based on natural fibres in close collaboration with our customers, in a fast-paced and entrepreneurial working environment.

To strengthen its Sales team and our position in the large-scale mobility market, Bcomp is looking for a **Sales Representative Motorsports**.

As a Sales Representative Motorsports, your primary responsibility will be to support the Key Account Manager for Automotive & Motorsports in driving sales and fostering strong relationships with clients in the motorsport industry. You will play a crucial role in expanding our presence in the global motor-sport market, identifying new business opportunities and achieving sales targets.

MAIN TASKS AND RESPONSIBILITIES

- Collaborate closely with the Key Account Manager for Automotive & Motorsports to develop, optimise and execute sales strategies
- Provide insights and recommendations to the Key Account Manager for improvements and maximise revenue potential
- Build and maintain strong relationships with business partners in the motorsports industry (including manufacturers, racing organizations, suppliers and motorsports teams)
- Serve as primary point of contact and offer solutions tailored to our clients' needs
- Identify new business opportunities within the motorsports market
- Conduct market research, analyse industry trends and prepare sales forecasts and reports
- Stay up to date with latest technologies and regulations in the motorsports industry to position our products effectively
- Develop a network of contacts and actively participate in motorsports events, conferences and trade shows.
- Prepare and deliver compelling sales presentations to effectively communicate the value proposition of our products and services
- Address clients inquiries
- Negotiate contract terms and pricing to secure new business

- Collaborate with internal teams, including engineering, marketing, and operations, to ensure smooth project execution, meet customer expectations and resolve any customer-related issues
- Provide feedback from clients to the relevant teams to drive product improvements and enhancements

QUALIFICATIONS AND PERSONAL QUALITIES:

- Diploma in business administration, sport management, industrial engineering or equivalent
- Proven experience in B2B sales advantageous, preferably within the motorsport industry
- In-depth knowledge of the motorsport market, including its key players, industry dynamics, and emerging trends is a real plus
- Strong negotiation and relationship-building skills
- Excellent communication and presentation skills (English and German), with the ability to articulate complex concepts to both technical and non-technical audiences
- Results-oriented mindset with a demonstrated ability to meet and exceed sales target
- Self-motivated, proactive and able to work independently as well as in an international team environment
- Strong analytical and problem-solving abilities to identify opportunities and propose effective solutions
- Flexibility to travel and attend motorsport events, conferences and customer visits as required
- Proficiency in CRM software, sales analytics tools and Microsoft Office suite
- Positive and energetic mindset – everything is possible!

ABOUT US

We are a dynamic, international team working in a fast-paced, equal, and entrepreneurial environment. Each person takes responsibility for their work and contributes to a friendly work atmosphere with many laughs and a healthy appreciation for chocolate.

More information on www.bcomp.ch

Do you want to take part in the adventure of a young, fast-moving company, which is in full development in the automotive sector? Come on board and contribute to the development of our processes and products with your technical and practical knowledge and take part in the amazing working atmosphere of our company. We happily invite you, to send us your full application through:

workwithus@bcomp.ch