



Inside Sales Representative

Royal Dutch Gazelle North America is searching for an **Inside Sales Representative** to collaborate with the Outside Sales Representatives and execute territory sales plans from annual account planning and pre-season order generation to on-time delivery of product. This role works behind-the-scenes for Gazelle North American sales operations to meet or exceed monthly quotas and deadlines.

Royal Dutch Gazelle employs around 350 people at its factory in Dieren, the Netherlands, where we produce over 250,000 bikes a year. This makes Gazelle the market leader in the Netherlands and expands internationally with offices in Germany, France, Belgium, Australia and the United States. Quality has been at the forefront since our founding in 1892.

Overall Duties and Responsibilities include the following (other duties may be assigned):

1. Meet sales and booking targets while sustainably growing the market
2. Identify sales opportunities, communicate these opportunities, and pursue in accordance with the set seasonal priority
3. Manage Gazelle North American retailer accounts within given; order entry, confirmation, auditing, and the in depth understanding of the territory order book
4. Manage and control the communication to and from territory retailers, reps, and end consumers through phone and email
5. Maintain a high level of customer service to sales representatives, retailers and end consumers
6. Provide guidance and insight on sales trends, challenges, and opportunities
7. Work closely with North American Sales Manager to analyse sales and allocation reports
8. Manage territory calendar in relation to, but not limited to: demo coordinator, dealer visits, key sales dates and milestones
9. Work closely with outside sales representatives (OSR) and manager to vet, define, broadcast and implement territory Key Account list and tactics
10. Create accurate reports weekly, monthly and quarterly in collaboration with Sales Manager to OSRs and Retailers
11. Work closely with the accounting team to balance credit and clear holds to ensure shipments are flowing as needed
12. Update Gazelle North American website dealer information in collaboration with our Holland team
13. Act professionally at all times, you will be representing one of the oldest bike brands: Royal Dutch Gazelle.

Competencies and Requirements:

1. 5+ years of experience in a sales role in specialty distribution or outdoor industry retail
2. Experience coordinating with Outside Sales Representatives on shared goals
3. Expert knowledge of bicycle mechanics and bicycle components
4. Expert computer skills, experience with ERP (SAP), Excel or similar system is required
5. Demonstrated ability to set and meet revenue and margin targets
6. Experience in managing your own workload and managing time effectively
7. Ability to work as part of a virtual team
8. Ability to travel 10-25%
9. Bachelor's degree in marketing or related field is preferred

Language Skills: Ability to read and comprehend and explain documents in English. Effectively communicate, verbally and in writing, in English.

Physical Demands: The physical demands described here are representative of those that must be met by an employee to successfully perform the overall duties and responsibilities of this job.

Reasonable accommodations may be made to enable otherwise qualified individuals with disabilities to perform the overall duties and responsibilities. While performing the duties of this job, the employee is regularly required to stand, walk, use of hands and fingers, handle, or feel, reach above head with hands and arms, lift, push, climb, stoop, kneel, crouch, and/or crawl, pull, talk and hear. The employee must lift and/or move up to 40 pounds. Vision may be corrected within normal range. The noise level in the work environment is quiet.

EMPLOYEE'S NAME (PRINT): _____

EMPLOYEE'S SIGNATURE: _____

DATE: _____