



KJUS

KJUS steht für innovative Premium-Sportbekleidung. Die Kollektionen Ski, Golf und Lifestyle von KJUS revolutionieren den Markt immer wieder neu. Seien Sie am Puls der Innovation und starten Sie in unserem passionierten Team. Wir suchen per sofort oder nach Vereinbarung eine/n

Sales Representative Germany

(DE/EN, 100%)

Your Main Tasks

- Execute KJUS sales strategy across ski, golf, and lifestyle categories within Central and Southern Germany, primarily focused on wholesale and B2B channels, while supporting retail and e-commerce business
- Drive sales growth through account retention, new business development, and strong customer relationships
- Manage annual sales and expense budgets in partnership with the KJUS President
- Strengthen KJUS brand presence and awareness within the Central and Southern German market
- Analyze sell-in and sell-through performance and implement actions to support business growth
- Partner with marketing on regional initiatives, POS merchandising, events, and brand activations
- Monitor market trends and share insights with international sales, product, and marketing teams
- Manage showroom operations including setup, appointments, merchandising, and supplies
Regularly visit accounts and conduct product knowledge and sales training for retail staff (must be able to readily visit Rheinland Pfalz, Hessen, Bayern and Baden Württemberg)

Account Management & Development:

- Manage territory accounts, customer service coordination, and account databases
- Build and maintain strong relationships with key accounts while delivering premium customer support

- Identify and develop new distribution opportunities aligned with KJUS brand strategy
- Plan and execute events including trade shows, trunk shows, tournaments, and in-store activations
- Support merchandising standards to ensure premium brand presentation at retail
- Manage seasonal sell-in activities and in-season support for golf and ski partners
- Provide regular reporting, planning updates, and market feedback to leadership
- Collaborate cross functionally with customer service, marketing, and sales teams to ensure seamless operations

Strategy & Leadership:

- Partner with leadership to establish regional sales goals and distribution strategy
- Ensure territory sales targets are achieved sustainably across all product categories
- Support and collaborate with sales representatives across Mainland Europe
- Represent KJUS at industry, retail, and consumer events to drive brand awareness and account growth Top of Form Bottom of Form

Your Profile

- Strong knowledge of golf and/or ski sales
- Proven relationship building and account management skills
- Self-motivated, goal oriented, and results driven
- Strong work ethic with the ability to overcome challenges
- Excellent communication and customer service skills
- High level of initiative and flexibility
- Willingness to travel extensively
- Proficient in MS Office and Outlook
- Fluent in German and English, Dutch and additional languages are a plus

Konnten wir Sie begeistern? Dann sollten wir uns kennenlernen. Wir freuen uns auf Ihre vollständigen Bewerbungsunterlagen.

[Jetzt bewerben](#)

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