



Moteo – Sales Representative Germany

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Who are we?

Moteo Two Wheels Europe is an independent distributor of motorcycles and scooters with operations in several European countries.

Being a business unit of the Alcopa Group, we are very proud that the history of our group in fact started with two-wheelers. In the 30s, our founder started up both production and distribution of iconic two-wheelers such as BSA, Zundapp, Calthorp and other brands. A next milestone was reached in 1958, when we signed a cooperation agreement with Suzuki for the distribution of motorcycles, thereby becoming Suzuki's first European distributor. Historical!

Today, almost 90 years later, Moteo Two Wheels is the reference in Europe for motorized two-wheelers. Since 1980, we have expanded our scope to France, Switzerland, Portugal and the Netherlands, where we are still active today.

Because of the diversified brand portfolio, we cover just about all major motorcycle and scooter segments. Our approach is one of confidence and experience; trust between Moteo Two Wheels and the manufacturers that we represent and experience towards our end customer.

What will your tasks and responsibilities be?

As a Sales Representative for our branch Moteo Deutschland GmbH, located in Pulheim near Cologne, you are primarily responsible for selling products and generating sales in Germany. You advise customers on the business, increase their sales, advise on market developments and offer new opportunities in the region.

You use the "consultative sales" approach, whereby the emphasis on: market developments, customized solutions and advice, customer sparring partner and long-term relationships.

You fulfill this leadership role from Moteo's clear vision of our market, from Moteo's position in the market.

You deploy your knowledge of the market, data and analysis thereof.

- Selling products via "**consultative selling**" approach. **Advising** on the issue of the customer in the role of **sparring/business partner**. Helping the client better position themselves and sell more products by **focusing on the common goal**;
- Identify **customer** (and consumer) **needs**, business and its challenges and advise on them;
- Thinks from the "**customer journey**" and knows how to translate this into actions in the region;
- Analyzing the market (market and product knowledge), identifying accounts and creating an account plan for the region;
- Provide dealer acquisition by **approaching** potential customers and giving presentations;
- **Proactively** maintain dealer relationships, in part by actively translating, developing and monitoring the account plan and dealership;
- Closing deals by **building a good relationship of trust**, thorough explanation of product and service and developing and initiating new applications;
- Follow developments in the market and competitors and anticipate where necessary;

- Maintaining a thorough administration (including correspondence, contracts, quotations) in collaboration with the inside sales;

What do we expect?

- You have experience in the **2-wheels** or automotive business (with lots of passion for the 2-wheels world) as a sales representative position;
- Commercial flair and drive are your nature;
- You are a **go-getter**, strongly results-oriented and have the **will to succeed**;
- You put our customers first and stand for a personalized approach;
- **Hands-on mentality**;
- Native German speaking, good knowledge of English and a sound knowledge of Microsoft Word and Excel
- Able to convince others of a way of working;
- Stress-resistant and know how of prioritize.

What's in it for you?

- On top of this varied, challenging and exciting position in a dynamic **international company**, we offer a competitive compensation and benefits package.
- You will find yourself in a dynamic organization where you can take **responsibilities** in an environment where people know each other and help each other as a **team** and **work-life-fun balance** is important!
- Our family owned values makes us think long-term.
- Moteo Two Wheels endorses the group's values which are "**entrepreneurship**", "**performance**" and "**respect**".

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