



## **SALES REPRESENTATIVE**

Pampro Bikes LLC is the US Distribution arm of Boomers International, an Internationally recognized manufacturer of quality handmade bamboo bicycles. We have been operating in Europe for the past 10 years and are now entering the US market. As part of our strategic positioning, we are seeking to have the services of a sales representative for the US market.

This role is a consultant role and not employee status. This is on contract base only.

### **Duties of Role:**

- Introduce product to potential customers including hotels, companies and individuals
- Recruit hotels on board our hotel rental program and close contracts
- Represent Pampro Bikes at events such as tradeshow and conferences
- Generate sales leads and sell through the products
- Suggest sales channels for product
- Establish quarterly KPIs
- Travel ability required

### **Qualifications:**

- Mid-range sales experience desired
- Knowledge of bike market and various sectors of market
- Communications skills required - Must be able to explain product, conduct business meetings
- Customer focused and excellent relationship building skills
- Strong negotiation skills
- Interest in sustainability and eco-friendly products a bonus
- Willing to pick up the phone, walk into a shop and introduce the product
- Competent use of Microsoft Office
- Excellent written skills and communication

### **KPIs:**

- Top of funnel sales growth and retention
- B2B sales: Hospitality and tourism sales
- Referral sales
- Establish consistent monthly sales

### **Profile**

- Hands-on commercial profile with 6+ years of professional experience in a commercial position, with at least 2 years in the biking industry
- Good knowledge of the US biking market



- People experience
- Bachelor degree ideally in Sales & Marketing
- Customer oriented
- Doer, proactive and problem solver
- Creativity and innovation: bring new ideas to life to progress constantly.
- Bike passionate combined with professional commitment: prove your sport passion and personal investment in order to develop the Brand and products
- Integrity and trust: respect corporate values and the duty of confidentiality

### **Salary/retainer**

Monthly retainer based on experience level.

### **Location**

Role is a US based work from home role. Travel is required to business customers and for sales events.

### **Want to Apply?**

Interested candidates should submit a CV along with a cover letter explaining their passion for bicycles and their interest in working with an eco-friendly bike brand. Submit to [info@pamprobikes.com](mailto:info@pamprobikes.com)