



## Lead Commercial Manager

Are you an expert in the bike industry and highly motivated to extend our FAZUA business model? Then we are looking for you, a Lead Commercial Manager, at our headquarters in Ottobrunn (40h/week).

### Your Tasks

- You develop a successful go-to-market strategy and contribute to achieving FAZUA's commercial objectives
- You are responsible for developing our existing marketing-/sales-/aftermarket structure further
- You maintain and build new partnerships to open up new markets
- You are in charge of creating competitive pricing strategies
- You have a key role in implementing, optimizing and communicating FAZUA's brand vision together with its senior management

### Your Profile

- You successfully completed commercial vocational training or you have a university degree in economics / business administration or a comparable education
- You have longterm experience in the bike industry and have ideally established a broad customer network
- You have experience in establishing organizational structures and creating a go-to-market strategy
- You know how to develop competitive pricing strategies and enter new markets
- You have a very good understanding of technical hardware products (in particular drive systems and batteries) and how to market them to the target group
- You have excellent communication and negotiation skills, and a high assertiveness
- You are willing to travel worldwide
- You are fluent in written and spoken German and English

### Your Benefits

- Fast growing and international working environment with flat hierarchies
- Flexible working hours with flexible home office option
- Great freedom of design and short decision-making
- Modern office space, state-of-the-art work equipment and a roof terrace to relax
- Corporate bicycle leasing via JobRad, company pension and sports activities

Send us your application stating your salary expectations and your earliest possible starting date to [jobs@fazua.com](mailto:jobs@fazua.com)\*. Your contact person is Ms. Vanessa Roith.

In special cases, travel costs can be covered under arrangement.

\*<https://fazua.com/en/privacy-policy/>

