



Öhlins Racing develops and produces shock absorbers, steering dampers and front forks for motorcycles, cars and bicycles. The company is market leader in advanced suspension for vehicles and has worked within this area for over 40 years. The main office is situated in UpplandsVäsby, just outside Stockholm, Sweden. www.ohlins.com

Öhlins DTC (Germany) is looking for a *Product Specialist 2-wheels Off Road.*

The main focus of this position is on mountain bikes (MTB) and developing our business within this new aftermarket area for Öhlins DTC in Germany (www.ohlins.eu). This will be achieved through a combination of sales and marketing activities, technical support from within our facility and out in the field, which includes race and promotional events. You will build a strong relationship and positive feeling about Öhlins with our service centres, dealers and riders. You will submit reports and advise Öhlins of marketing trends, product demands, potential new partners, customer service requirements, competitors' strategies and new products. You will also ensure that our service partners and retailers are well educated with Öhlins products and have a professional representation of the brand. There will also be an expectation to support activities related to our established business in MX and Enduro, albeit MTB shall be expected to represent 80% of your time and the first priority of your time planning.

In this position you report to the Product Manager – Motorcycle, ATV & MTB.

Main responsibility, Actions & Duties:

- Advance all aspects of the Öhlins brand within Aftermarket MTB
- Work closely with the service centres and retailers to ensure the success of Öhlins
- Understand the market demand and trends
- Collaborate on company sales forecasts and pre-orders
- Communicate with other departments; information on competitors, pricing, market conditions, competitors' strategies, new products, potential new partners
- Offer suggestions on policies and procedures to improve sales operations
- Educate our partners and riders through seminars and events
- Attend promotional events, selected races and trade shows to obtain market feedback, assess trends, promote the Öhlins Brand and offer technical support
- Host technical product training events

Experience & General Qualification:

We are looking for a flexible and hands on person, who can easily adapt to a high energy team in a rapidly developing product area. You are committed and able to work under pressure and to meet deadlines. You are detailed and organised with good record keeping. For this position you need to be self-managed, disciplined and good people skills. You will ideally come from a technical position within MX and/or Enduro with experience and passion for MTB and business development.

- Personal drive and determination backed by a positive attitude
- Passion for the sport of cycling, in particular all areas associated with MTB
- MTB Product knowledge and expertise
- Technical understanding of cycle components and suspension, including hands-on experience
- Presentation skills and public speaking
- Excellent organisation and communication skills
- Ability to build and maintain customer relations
- Good analytical skills



- Self-motivated, ability to work independently and without close supervision
- Computer proficient (MS Office & understanding of ERP systems)
- Fluent in German and English as a requirement, other languages desirable. Available for international travel – areas of responsibility are; Central Europe (Austria, Belgium, Germany, Liechtenstein, Luxemburg, Netherlands, Switzerland, Slovenia, Croatia, Bosnia & Hercegovina, Macedonia)

Apply or contact us for further information

We look forward to receiving your application, CV and relevant certificates about the following link:

<http://careers.ohlins.com>.