



Öhlins Distribution & Test Center (ÖDTC) Employment Opportunity.

Öhlins Racing AB develops and produces shock absorbers for motorcycles, cars and mountain bikes. The company is a market leader in advanced suspension technology for vehicles and has been established in this area for over 40 years. The main office is situated in Upplands Väsby, outside Stockholm, Sweden (www.ohlins.com).

As a branch to Öhlins Racing AB, Öhlins Distribution & Test Center located near to the Nürburgring in Germany is responsible for providing distribution, sales and marketing, customer support and technical service to its customers in over 20 countries throughout central Europe (www.ohlins.eu).

ÖDTC is offering the opportunity for a self-motivated and passionate individual to join its team and assist with developing the company's MTB business for DACH (Germany, Austria and Switzerland). The role is ideal for someone that has experience as a technical sales person and is looking to focus his or her skills in the area of suspension. Therefore, if you have experience in this area and looking for a new challenge, then please read on...

Product Specialist MTB

The main focus of this position is on MTB and developing our business within the aftermarket area for Öhlins DTC in Germany, Austria and Switzerland (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 feedback 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.

In this position, you report to the Product Sales Manager for MTB and will work closely in support of Aftersales, Area Sales, Marketing and fellow Product Specialists for UK & Benelux and Central Eastern Europe.

Main responsibilities, Actions & Duties:

- Advance all aspects of the Öhlins brand within Aftermarket MTB for DACH
- Work closely with the service centres and retailers to ensure the success of Öhlins
- Understand the market demand and trends
- Communicate with other departments; information on competitors, pricing, market conditions, Competitors' strategies, new products, potential new partners
- 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

The candidate shall be professional in appearance and a good communicator, both orally and written. It is essential you have a good knowledge of the MTB industry and technical understanding of suspension, including hands-on experience as a technician. It is a prerequisite to be fluent in German and have basic knowledge of English as a minimum.

Apply or contact us for further information

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



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