



For over 20 years, Movement has been shaping the skiing of tomorrow. In a constantly evolving world, we have remained true to our vision: combining innovation, freedom, and high standards. Today, our production is entering a new phase. While part of our skis is now manufactured in the Czech Republic to strengthen our industrial capacity, we are especially proud to produce our premium ranges in Switzerland. In the same spirit, we have rethought our product offering to make it clearer, more coherent, and better suited to the needs of every skier. Less complexity, more clarity: each model has a purpose, designed for a specific use – from resort skiers to backcountry enthusiasts.

To strengthen our team, we are looking for:

## A Sales Representative

*for the Swiss-German market*

### **YOUR ROLE :**

As a representative, you will be responsible for the sales of the Movement brand in the German-speaking part of Switzerland and will be in charge of continuing to grow the brand in B2B.

### **YOUR RESPONSIBILITIES :**

#### *Management of the points of sale*

- Inspiring and empowering our MOVEMENT partner stores, building relationships to maximize MOVEMENT sales
- Work together with MOVEMENT partner points of sale to identify renewal, up-sell and cross-sell opportunities
- Manage our retailer relationships to ensure high quality of service and end customer satisfaction
- Proactively identify and open new potential partner stores
- Develop long-term relationships with key partners in the region
- Participate in regional B2B and B2C demonstrations and ski-tests in collaboration with local teams
- Manage and plan pre-season product launches with our partners points of sale
- Manage sales with key partner stores to ensure a competitive advantage over our competitors
- Be regularly present in the shops of the German speaking part of Switzerland to support our partners

#### *Strategy and objectives*

- Achieve annual sales targets in close collaboration with the teams
- Analyse partner development activity and report on actions taken to management and the wider team to ensure maximum impact
- Collaborate with the marketing and product teams

### **YOUR PROFILE :**

#### *Qualifications and experience*

- Minimum 2 to 3 years of retail or wholesale experience in the ski or outdoor industry
- Proficiency in Microsoft Office (Excel, Word, PowerPoint, etc.)
- Native in German/Swiss German and very good knowledge of French or English
- Residence in the German-speaking part of Switzerland required
- Valid driving licence
- Excellent knowledge of the ski industry
- Previous experience in ski preparation and boot fitting is an asset

#### *General skills*

- Customer-oriented mindset
- A profile who excels in the art of selling
- Outgoing personality who enjoys meeting new people
- Good public speaking and presentation skills to groups
- Excellent time management and self-direction
- Independent in work
- Excellent driving skills and confidence in all winter driving conditions

#### **WE OFFER :**

- An enthusiastic and dynamic team
- A brand with a strong identity and values that resonates with our fans and team members
- A unique opportunity to have an impact on our new strategy and growth
- A flexible work environment
- Discounts on Movement's gear
- A company van

**Location: German-speaking Switzerland - occasional visits to the headquarters in Vevey for meetings will be required**

**Working hours: 80% year round (100% during the winter season, 60% during the summer season)**

**Start date: September 2025**

#### **INTERESTED?**

Do not hesitate to send us your complete application to: [rh@movementskis.com](mailto:rh@movementskis.com)

We will only reply to applications whose profile corresponds to the requested description.