

Nike Partner Representative, Key Sport Partners, AGS

NIKE, Inc. does more than outfit the world's best athletes. It is a place to explore potential, obliterate boundaries and push out the edges of what can be. The company looks for people who can grow, think, dream and create. Its culture thrives by embracing diversity and rewarding imagination. The brand seeks achievers, leaders and visionaries. At Nike, it's about each person bringing skills and passion to a challenging and constantly evolving game.

WHO WE ARE LOOKING FOR

We're looking for a **Partner Representative, Key Sport Partners in Germany based in Mainhausen** (Frankfurt Rhine Main region) **for our client Nike** who will be working on one of their strategic key accounts ANWR Group/ Sport 2000.

This role does require first-class communication skills in Englisch and German language, strategic thinking and a high level of understanding of customer management.

The candidate needs to have a general interest in the international sports market and willingness to travel

WHAT YOU WILL WORK ON

You will be responsible for the sales operations of the organization. Develop and implement sales strategies, monitor customer, competitor and industry activity. You will be responsible for research, business development and sales administration and develop and execute strategies with strategic accounts; including semi- annual account business plans and monthly revenue targets.

You will drive business through accounts by utilizing customer service skills and building strong relationships based upon product/category and marketplace expertise which results in consistent target attainment.

The position is based in Mainhausen, Germany and is a Fixed Term contract, ideally starting April/May 2025 for six months.

WHO YOU WILL WORK WITH

In the Nike Matrix you will work in a young and dynamic team and you will be in direct contact to counterparts in the European headquarters. You will report to the Manager Key Sport Partners, AGS.

WHAT YOU BRING

- General understanding for fairly complex information specific to the position
- Bachelor's degree in business, Sports Science or a related field is required
- Good communication skills in English and German (written and verbal)
- Willingness to travel, to learn and to grow.
- Positive mindset and good presentation skills.
- Accepting challenges and use of fact-based knowledge to solve problems
- Sport is your passion and you are a real team player.
- Initial experience in the field of sales management, marketing or customer management is a plus

We look forward to receiving your application by e-mail to **jobs@olafzern.com**.

DO NOT EDIT