



Stellenanzeige

International Sales Manager (m/f/d)

Wir sind RACE RESULT. Wir machen Sportzeitmessung. Und darin sind wir ziemlich gut: Jährlich statten wir tausende Events rund um die Welt mit unseren Lösungen aus, vom Marathon bis zum Skirennen. Zuhause sind wir in Pfinztal bei Karlsruhe. Dort entwickeln wir Ideen, die uns zum Technology Leader unserer Branche gemacht haben: Hardware, Software, Workflows, Online-Plattformen, Produkte und vieles mehr. Unser Qualitäts- und Innovationsanspruch spricht sich herum, deshalb wachsen wir jährlich um rund 30%. Ohne Investoren, sondern einfach mit Leidenschaft und Idealismus. Weil es rasant vorwärts geht bei RACE RESULT, suchen wir talentierte Menschen, die uns unterstützen. Bist Du das vielleicht?

Location: Louisville, CO

Company: Race Result Americas, Inc.

About Us

Race Result Americas helps power races of all shapes and sizes with industry-leading timing technology. From local fun runs to major endurance events, we make sure every bib, chip, and finish time is exactly where it needs to be—right on time. Behind the scenes, that takes a team that's fast, flexible, and not afraid to jump in wherever needed.

About the Role

We're looking for a motivated, hands-on International Sales Manager to help grow our presence across the Americas and beyond. This isn't a sit-back-and-manage kind of role—you'll be part of a small, dynamic team where everyone jumps in where needed, wears multiple hats, and works closely together to get things done.

We're looking for someone who's equal parts relationship-builder, strategist, and doer. You're an independent go-getter who's comfortable owning the full sales cycle, digging into technical details when needed, and spotting new opportunities others might miss. If you have experience in the race timing, endurance sports, or motorsport world—or you're genuinely passionate about it—you'll feel right at home here.

What You'll Do

- Drive new business by identifying, qualifying, and developing sales opportunities across international markets
- Build and execute strategies to expand into new regions and industry segments
- Connect with customers to understand their needs and translate them into smart, tailored solutions
- Lead product demos and presentations that clearly communicate value (without the fluff)
- Own the full sales cycle—from first contact to closing and beyond
- Partner closely with our technical team to develop customized solutions and proposals
- Build long-term relationships with clients, partners, and industry stakeholders
- Keep a pulse on market trends, competitors, and customer feedback
- Represent Race Result at conferences, trade shows, and races around the world
- Stay on top of pipeline, forecasting, and CRM management

What You Bring

- 5+ years of experience in sales, business development, or a similar role—ideally with an international scope
- A strong mix of commercial instinct and technical curiosity
- Confidence in communicating complex ideas in a simple, compelling way
- A track record of hitting (or beating) sales targets
- The ability to work independently while staying connected with a global team
- Willingness to travel internationally

Bonus Points If You Have:

- Have experience in the timing industry, event technology, or related hardware/software products
- Bring a background in endurance sports or motorsport—or just a real passion for it
- Speak Spanish, Portuguese, French or German

Why You'll Love It Here

- No two days are the same (especially during race season)
- Work with a tight-knit, supportive team that values initiative and ideas
- Opportunities to grow as the company continues to expand
- A mix of hands-on work, problem-solving, and real-world impact
- Competitive salary with performance-based incentives and company profit share
- Option to become a company shareholder
- Generous benefits (401k/HSA), flexible work hours and vacation time
- Opportunity to work in a growing, innovative company with global reach

How to Apply:

Send us your resume and a quick note about why you'd be a great fit. If you've ever participated in an event as a racer, have played a role in organizing or timing a race, or are an enthusiastic spectator in your favorite sport – we want to hear about it.

race result AG

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Flexibles Arbeiten - Echte Eigenverantwortung - Individuelle Urlaubsplanung - Möglichkeit für Home Office -
Familienfreundliches Arbeiten - Gute Work-Life-Balance - Leistungsorientiertes Gehalt - Respekt im Umgang -
Fabelhafte Kollegen - Gewinnbeteiligung - Super Entwicklungschancen - Freiheit zum Experimentieren -
Aktienprogramm - Reisen zu Events - Monatliche Goodies - Kostenlose Getränke - Kostenloses Obst -
Kostenloser Parkplatz - Zuschuss zur Kinderbetreuung - Firmenfeiern und Events - Top moderner Arbeitsplatz

Wir passen zusammen?

Dann sende uns deine Bewerbung mit Gehaltsvorstellung.