

OPERATIONS MANAGER – Wholesale and Distribution in USA

Intenza Fitness offers premium built-quality commercial fitness products for the global market. It is our mission to help people to enjoy better quality of life with superior training and exercising solutions.

The Operations Manager will be responsible for the overall P&L of the sales operation to ensure business goals are met through operational efficiencies and execution of sales strategies to achieve revenue goals. You will also be responsible for managing people, processes and budget to ensure sales and other sales support functions such as service, logistic, and operations are optimized. This position reports directly to the CEO who is headquartered in Taiwan.

If you have the passion in the fitness industry and enjoys the challenge of building a brand, we want YOU to join our US subsidiary office located in Redmond!

What are your day to day responsibilities?

- Work with Headquarter to develop sales strategy to build the business and the brand
- Manage a successful sales and support team and ensure that the team consistently meets or exceeds customer needs and sales performance metrics.
- Effectively manage Sales Operations expenses to meet P&L goals
- Identify opportunities and weaknesses within the North America region and make proposals to create value and increase sales & operational efficiency.
- Responsible for the development and implementation of new processes and procedures for effective and efficient team operations.
- Act as a liaison/partner between the Sales Team and other internal stakeholders.
- Remain knowledgeable of key processes, business initiatives and internal resources in order to assist the sales and support teams in accomplishing company goals.

What does it take to be successful in the Operations Manager role?

- Business, Finance or other related field or equivalent work experience
- Minimum of 7+ years operations and management experiences preferably in the fitness equipment industry
- Demonstrated effectiveness in new business development strategies to build the brand
- Experience managing Sales and Support teams with demonstrated success in achieving P&L goals and operational efficiency
- Demonstrated leadership, communication, problem-solving and reporting skills
- Experience with international business and appreciates cultural differences. Bi-lingual in both English and Chinese preferred.

If this position sounds like the right opportunity for you please submit your resume and cover letter explaining why you are the right person for this opportunity to jobs@allthings-hr.com.