

Job Description „Head of Business“

About

Our client Sebastian Steudtner, one of the top elite big wave surfers, is searching for a highly qualified head of business to work closely with the athlete and his team. The head of business will have an immediate impact on the productivity, streamlining strategic topics, overseeing different teams and actively communicating objectives. The ideal candidate will have proven experience in a business management role with a special focus on executive-level advising and interdepartmental collaboration.

Objectives of this Role

As Head of Business you are responsible and accountable for overall operations and strategy. You are the driver and main interface for all topics related to marketing, brand, business, content production, endorsement, sales and acquisitions. You actively manage the communication between athlete, stakeholders and working forces, both in-house and 3rd party. You help enhance the athlete's awareness and develop new areas for performance and business. Sport is your DNA and you are able to listen, convince and excite others.

What drives you

- You are the athlete's sparring partners.
- You are asking the right questions and getting things done.
- You can define goals and know how to achieve your targets.
- You know the market, competitors, trends and rules.
- You know how to connect the dots and think outside the industry box.
- You are deeply rooted in action sports / surfing.
- You have experience in managing individuals, teams and/or athletes.
- You are self-motivated and have a high sense for opportunities.
- You are risk taking and process driven.
- You are willing to represent the brand, athlete or team in front of the industry.
- You are a leader and love to work in diverse teams under high pressure.
- You are committed and a resistant character.

Skills and Qualifications

- University degree preferably in Business Management / Finance or proven working skills
- Demonstrated history of working in Hospitality, Sports, Entertainment, Merchandising, Licensing
- Excellent language skills in English, other languages will be a beneficial
- Gender does not matter, personality is important
- Experienced in business development
- Experience planning and leading strategic initiatives
- Superior judgment, problem resolution, team building, negotiation, decision-making skills
- Ideally connected in sports or surf
- Willing to travel (30%)
- Location: tbd with candidate

Perks

- Biggest waves
- Competitive salary
- Limelight of action sports
- Space for fun, action and own ideas
- Shaping an upcoming brand

Contact

We are happy to provide additional information and are looking forward to hearing from you:

bigwave@2becontinued.de

www.2becontinued.de