

HD Hyundai Construction Equipment – Regional Sales Manager Material Handling Germany

Do you share our ambition to be the best?

Are you the **Regional Sales Manager Material Handling Germany** to help grow our Material Handling business?

What can you expect from this challenging job?

The Material Handling Department is responsible for the sales of forklift trucks and warehouse equipment to a network of dealers in Europe. In this specific position:

- You manage the dealer network and increase the sales performance in Germany. You set targets, work towards increasing the market share and brand penetration.
- You evaluate the targets with your dealers and develop marketing and sales actions, which you follow up.
- You prepare and implement the market strategy and segmentation and optimize the network.
- Together with your New Business Development colleagues, you look for new dealers when and where required.
- You liaise with your back office colleagues.
- You perform market analyses.
- You make sure you achieve set targets for your area and / or dealers.

Are you the colleague we're looking for?

- You have 5 years experience with managing a dealer network (indirect sales) within the Material Handling business (a must).
- You have dealt with dealer sales in Germany.
- You have an entrepreneurial spirit and are a creative, “out of the box”- thinker.
- You are driven by goals and targets and you have a “can do” positive attitude.
- You are a native German speaker with excellent command of English.
- You are flexible to travel irregularly to dealers in Germany and occasionally also visit our headquarters in Belgium as well as international fairs.
- An education degree, preferably in engineering or business is an asset.

Do you want to know what we have to offer?

Take a look at our testimonials, below the overview of our jobs at our career page: [HD Hyundai Construction Equipment | Discover our vacancies](https://www.hyundai-ce.eu/)

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