

# HD Hyundai Construction Equipment – Aftermarket Account Development Manager DACH

We are looking for a dynamic and highly motivated candidate to join our Aftermarket and Product Support department in Tessenderlo (Belgium) as an **Aftermarket Account Development Manager** for the **DACH region**.

The Aftermarket Account Development Manager will drive aftermarket revenue growth, with a focus on Parts Sales.

Through close communication with the dealers, you will get a complete understanding of the local market, allowing you to initiate targeted aftermarket programs and suggest development of new aftermarket tools to the EU HQ in Belgium and support the development of it.

You will support the dealer network in developing their aftermarket organization.

## **What can you expect from this challenging job?**

- You will build and maintain strong, long-lasting dealer / customer relationships with good understanding of dealer's businesses and their requirements.
- You will identify and pursue new aftermarket opportunities, mainly focused on the sales of parts, within the existing customer base and will visit the dealerships on a regular basis to discuss the aftermarket business and help dealers in building their aftermarket organization.
- Based on market research, price, competition analysis and customer needs, you will identify growth opportunities and develop growth plans on the one hand and provide feedback to management regarding customer needs and market opportunities on the other hand.
- You will collaborate with internal teams to coordinate order fulfillment and resolve any issues, customer inquiries, concerns and complaints in a prompt and professional manner.
- Support in bringing the HCEE aftermarket dept. and dealer network to a higher standard by setting strategic (short and long term) goals and development of supporting programs.
- You will implement aftermarket business plan with the dealers and define yearly targets. Close follow-up of those targets.
- You will report on sales performance, customer feedback and market on a regular basis to management in our HQ in Belgium and contribute to strategic planning and decision making processes.

## **Are you the new colleague we are looking for?**

- You have proven sales experience in aftermarket business in construction equipment or agricultural business or any other related industry.
- You have a bachelor's degree or a master's degree.
- Some touch with technical products through previous job experience or through private experience is very welcome.
- You have excellent negotiation and interpersonal skills, able to build relationships based on trust and competence throughout the whole hierarchy of the dealerships.
- You are able to work independently and as part of a team.
- You are results-driven and have a focus on achieving and exceeding sales targets.

- You speak fluent English and German.
- You have experience with the most common MS Office tools and can adapt easily to changing digital environments.
- You can present your ideas in an open and transparent way.
- Clear reporting, focusing on the essence and adapted to your audience is very familiar to you.
- You like to travel throughout Europe (40-50%).
- You are triggered by an international environment and like to work with different cultures.

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