

# HD Hyundai Construction Equipment – Head of Sales Material Handling

Are you a driven, strategic leader with a passion for sales and technology? Are you ready to take on a pivotal role where you can leverage your skills to drive growth and build a high-performing sales team? If so, we invite you to join our team as **the Head of Sales in Material Handling**.

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

**Budget and Performance Management:** Oversee the annual budget, tracking results by country, dealer, and Sales Manager to ensure targets are met.

**Market Strategy & Analysis:** Make strategic decisions on market share and penetration, analyze industry trends, and adjust strategies as needed.

**Team Leadership & Performance Management:** Lead, mentor, and develop a motivated sales team. Set clear performance goals, provide coaching, and regularly review performance to drive success.

**Dealer Development:** Develop insights for market segmentation and dealer development strategies, implementing these to strengthen our market presence.

**Pricing & Competitive Analysis:** Establish competitive pricing strategies based on market analysis, customer needs, and business objectives.

**Complaint Management:** Address or escalate commercial and technical complaints to ensure efficient resolution.

**Forecasting & Dealer Engagement:** Actively contribute to quarterly forecasting, monitor dealer activities, and visit dealers regularly to maintain strong relationships.

**Industry Participation:** Attend key industry fairs and events to stay engaged with market developments.

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

- **Education:** A bachelor's degree in an economic or related field, along with a strong affinity for technology and sales or strong proven experience as a Sales Executive.
- **Experience:** At least 7 years in a dealer development role within the material handling industry or a related field, ideally on a European level.
- **Leadership Skills:** Proven track record as an effective people manager, able to inspire and drive teams to success.
- **Language Proficiency:** Fluent in English and either French or Italian, with additional European languages as a plus.
- **Stakeholder & Negotiation Skills:** Exceptional ability to manage diverse stakeholders (internally and externally) and engage in successful negotiations.
- **Flexible & Analytical Mindset:** Adaptable to changing situations and challenges with a focus on fact-based

decision making.

- **Result-Driven:** A sharp focus on meeting and exceeding targets.
- **Travel Flexibility:** Willingness to travel up to 20% of the time to visit dealers.

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