

## HD Hyundai Construction Equipment – Product Specialist Material Handling

Are you a proactive product expert with a commercial mindset and a passion for the Material Handling industry? We're looking for an experienced **Product Specialist** to support our dealer network and internal stakeholders across Europe. In this role, you'll be instrumental in enhancing product knowledge and engagement, driving awareness and sales across our Material Handling portfolio.

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

**Product Support:** Create technical sales documentation and maintain these. Provide comprehensive product support to our dealer network across Europe and to internal stakeholders, ensuring they have the knowledge.

**Product Training & Educational Materials:** Prepare detailed product training materials, organize and conduct training sessions to support dealer sales teams and internal colleagues and build product expertise across teams.

**Marketing & Brochure Validation:** Validate brochures and technical specifications before release, collaborating with marketing to supply accurate product-related information.

**Market knowledge:** Signal market trends and compare our products against competition.

**Product Improvement Collaboration:** Propose and discuss potential product improvements with our headquarters team in Korea.

**Pricing & Options Support:** Offer guidance on machine pricing and lead the offering of additional product options.

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

- **Technical Background:** A technical degree or background paired with experience within the Material Handling industry (is a must). Having experience as a Business Analyst is a plus.
- **Strong analytical skills:** Ability to find insights in multiple datasets and create clear reports.
- **Knowledge of data analysis tools** (e.g., Excel, BI tools).
- **Commercial Mindset:** Strong understanding of product positioning and an aptitude for aligning product features with market needs.
- **Proactive, Hands-on Approach:** Self-starter with a proactive attitude, ready to take ownership and drive initiatives forward.
- **Language Proficiency:** Fluent in English, with additional European languages as a plus.
- **Hybrid Work Arrangement:** This role requires a minimum of 1 day/week in our HQ office (Tessenderlo-Ham, Belgium).

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