HYUNDAI

HD Construction Equipment Hyundai Europe NV – Regional Sales Manager East CE

Do you share our ambition to be the best?

We are currently looking for a highly motivated individual to join our Construction Equipment Sales Department as a **Regional Sales Manager for Central & Eastern Europe**

Scope: Poland, Hungary, Czech Republic, Slovakia, Romania, Bulgaria, Baltic States & The Balkans.

What can you expect from this challenging job?

You will report to our Regional Head of Sales (Eastern Europe) and will help drive the sales performance for Central & Eastern Europe, managing a network of dealers in terms of quality as well as capillarity, with the intention to maintain and ensure continued growth. This job contains the following tasks:

- You will develop our dealer network by setting sales targets, focusing on market share, and enhancing brand perception.
- You will execute the market strategy and segmentation in alignment with the dealer development strategy.
- You will track competitor activity within your region and report your insights to your manager.
- You will implement marketing initiatives and other relevant actions.
- You will work closely with the Regional Head of Sales (Eastern Europe).

Are you the colleague we're looking for?

- You bring at least 5 years of sales experience in construction equipment or a related industry.
- You have experience in managing dealers on their sales targets.
- You are fluent in a Central or Eastern European language and have a strong command of English.
- You possess strong analytical skills and solid business acumen.
- You are entrepreneurial, adaptable, creative, and proactive.
- You are an excellent communicator and have good negotiation skills.
- You are ready to travel across Central & Eastern Europe and to the European Headquarters in Belgium, with approximately 60% travel time.

https://www.hyundai-ce.eu/en