

<https://www.sundridgesearch.com/job/specialist-tyres-4/>

Speciality Tyres Business Development Manager (€100000 – €120000 basic plus benefits)

Description

A manufacturer of Tyres are looking for a Speciality/ Heavy Tyres (OTR/ OHT, Solid, Farm etc) to join their sales team. A home-based role with frequent travel to customers, our client is looking for a Business Development Manager to service the Nordics (Finland, Sweden, Norway, Denmark and Iceland). The ideal candidate will need to be used to international travel. In order to cover the required area effectively the candidate needs to be based in the Nordics. Candidate based near a major airport in the Nordics are going to gain an advantage, as there will be frequent international travel.

Our client is global and the role is a new role due to expansion. This company is expanding aggressively which will offer individuals joining the company the opportunity to spread their wings in terms of career development!

Responsibilities

As a significant member of the team, key duties include, but are not limited to:

- Being recognised as the Sales specialist within the business for the Nordics
- Supporting company with searching for prospective customers, seeking out opportunities and developing relationships and increasing our client's business
- Technical support of end customers
- Maintenance and updating of technical data
- Keeping professional relationship with our current customers
- Undertaking research to gather intelligence in the market place
- Ensuring alignment with the overall strategy, create and develop the business portfolio with the aim of defining premium price position & product knowledge (client vs competitors).
- Providing training and technical advice to the sales team, along with providing support in the closure of negotiations
- This role will also involve representing our client at both internal and external customer events

Qualifications

- A good level of general education
- English is useful
- Background and proven record in the Tyre market Sales & Technical business, with a strong sales ethos
- Tyre Business Experience
- Excellent presentation skills
- Flexible approach to work and able to work under pressure
- Able to demonstrate sound financial acumen (eg P&L, GM% etc).
- Ability to organise workload, be self-motivated to ensure deadlines are achieved
- Ability to work alone on own initiative and as part of a team
- Excellent communication skills, able to successfully negotiate and influence

Hiring organization

Sundridge Search

Employment Type

Full-time

Industry

Automotive

Job Location

Finland, Sweden, Norway, Denmark or Iceland (based anywhere)

Working Hours

Contracted hours are Monday to Friday 0830 to 1730

Date posted

August 13, 2024

at a senior level

- Able to develop and maintain strong relationships
- Good IT knowledge and skills, to include Excel
- Able to drive with full driving license
- Flexibility to travel and stay overnight

Job Benefits

- €100000 to €120000 basic salary plus benefits
- Company car or car allowance
- OTE
- Pension
- Health Care
- Home office allowance
- Laptop & phone

Contacts

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