

JOB DESCRIPTION

Job Title:	Sales Sector Manager Car Belux
Location:	Belgium, Zellik
Grade:	E4
Company:	Honda Motor Europe Ltd – Belgium Branch
Division/Dept:	Car
Reports to:	Department manager Car Benelux

Role:

Honda Motor Europe Benelux is the Sales Headquarter of Honda in Belgium, the Netherlands and Luxembourg and is responsible for selling Motorcycles (motorcycles & mopeds), Cars, Power Products (lawn mowers, outboard engines, power groups), spare parts and accessories. The products are distributed through an extensive network of distributors. For these activities we count on 60 enthusiastic colleagues on a daily basis in our offices in Zellik and Rottendam (NL). They help make the dreams come true of so many people, perhaps yours too.

The Automobile Sales division sets out the marketing and sales strategy for the Belux market. Besides commercial, Honda provides logistical and administration support to the dealer network.

Outline of the role:

- You are responsible for all the commercial activities in the Belux area.
 - You are responsible for building and maintaining solid professional relationships with the Honda dealers in your area
 - You set objective and KPI's in order to reach and follow up the commercial results
- You develop the dealer margin and bonus structure in order to create profitability for the dealer network as well as Honda conform the current CAFÉ-targets.
- You set up promo campaigns to reach commercial targets, CAFÉ-targets, required stock level, etc.
- You take the lead for fleet and key accounts and strengthen the used car program
- You are a coach for the fleet team to develop and follow up action plans
- You are responsible to follow up the Minimum Franchise Standards at the whole dealer network in your area.
- You are the connection between Honda and the dealer network

Qualifications, skills and experience required/desirable:

- You have a bachelor's or master's degree and have a proven experience in a similar position preferably within the Automotive sector.
- You are a born negotiator with a strong passion for the product
- You are dynamic, goal orientated and are able to transfer your enthusiasm to the dealer network.
- You speak Dutch, French and English (written/spoken)

Honda is dedicated to the principle of creating equal opportunities within the workplace for all associates, agency workers, contractors, job applicants and visitors.

Central to this is Honda's commitment to be a fair, discrimination free company that accepts the uniqueness and differences of people around the world and adheres to the principle that all people are created equal.

HONDA

The Power of Dreams

This commitment comes directly from the Honda Philosophy and belief that we all work together for a common purpose. Honda recruits, hires, trains and promotes into all levels the most qualified/experienced individuals without regard to race, colour, origin, religion, gender, sexual orientation, age, disability or any other protected characteristic.