

## JOB DESCRIPTION

<b>Job Title:</b>	<b>Sales Area Manager BeLux</b>
<b>Location:</b>	<b>Zellik, Belgium</b>
<b>Grade:</b>	<b>E3 field</b>
<b>Company:</b>	<b>Honda Motor Europe Ltd – Benelux Branch</b>
<b>Division/Dept:</b>	<b>Power Products</b>
<b>Reports to:</b>	<b>Department Manager Power Products</b>

### 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 Capelle ad IJsel (NL). They help make the dreams come true of so many people, perhaps yours too.

The “Power Products” department (garden, marine and industry) determines the marketing and sales strategies tailored to the Benelux markets. In addition to (after)sales support, they also provide logistical and administrative support to the Honda dealer network.

### Outline of the role:

- You are responsible for building and maintaining a strong professional relationship with the Honda dealers in your area.

### Main Responsibilities:

- You support the dealers in achieving their sales targets; you think along about marketing campaigns and promotions
- You provide sufficient information to dealers about the Honda products. You give or organize product training courses.
- You are always looking for new opportunities on the one hand and further development of the existing dealer network on the other. This includes;
  - Identifying new dealers
  - Expanding the Honda range at existing dealers
  - Tapping into new markets
- You are the link between the dealers on the one hand and the back office network on the other, you ensure that the Honda standards are implemented at the dealer network
- You collect relevant sales information and report on a regular basis to the marketing manager and the manager of the Power Products department

### Qualifications, skills and experience required/desirable:

- You have a Bachelor's degree, preferably in electromechanics or electronics, or are equivalent through experience
- You have a solid commercial experience in a technical environment
- You have an affinity with technology or are willing to learn more about it
- You are clearly 'service minded' and customer-oriented
- The usual Office packages hold no secrets for you
- You have a thorough knowledge of Dutch and French, you also have a good command of English
- You share our passion for technical products

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.

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.