

Commercial Vehicle Export Manager

Reporting to: Sales Director TGL **Hours:** Full Time

Location: Banbury

Role overview:

This is a classic export sales/business development role in the independent automotive aftermarket, which is a strategic, managerial and hands on role. UK based, the objective is to grow both proprietary and private label commercial vehicle clutch sales in the UK, Europe and ROW.

Key Responsibilities:

- To work with the Sales Director and the sales team to develop and implement a CV sales and distribution strategy for mainland Europe.
- To increase CV clutch and transmission sales to existing and new CV accounts to the agreed turnover and margin targets.
- Agree profitable commercial support packages that support customer sales growth.
- To develop and nurture strong relationships with customers.
- To assist in the product/range development and information flow to enable range creation and development by Product Management.
- To work with customers in developing sales and marketing plans for the Rymec clutch brand or private label programmes.
- Collect market information (pricing, promotions, new to range parts etc) and work with the TGL team to interpret and implement actions that arise from this.
- Manage customer promotional activity and take part in sales work outs and customer sales training as and when required.
- Troubleshooting to sort out any problems with the exports.
- Based in the UK but travel abroad on a regular basis developing and maintaining good contacts with clients, distributors and suppliers.
- Attend and support relevant UK and overseas exhibitions.

Skills & Experience Required:

- Established experience in the IAM, ideally with CV sales in mainland Europe, and buying group exposure.
- Meticulous attention to detail and used to effectively managing customer led projects.
- Strong communication skills and the ability to communicate well with others of all levels, both internally and externally.
- Proven negotiation skills and good commercial acumen.
- Self-motivated and ability to work independently as well as part of a team.
- Must be organised and able to multi task and prioritise to get results.
- Strong, Powerpoint, Word and Excel skills (Intermediate minimum).
- Other European language skills are an advantage.

Job Vacancy

Other Key Points

- UK based, but we would expect the jobholder to be in our Banbury office roughly two days a week (stay overnight locally if required).
- This is a key role in helping TGL continue its successful sales growth in both CV and Car clutch product ranges across the globe.

If you would like to apply, please send your CV along with a cover letter to:
hr@tibbettsgroup.co.uk