

## BMW Sales Representative

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Company: OEC

Location: Gifu

Category: other-general

## BMW Sales Representative

Aichi, Japan ● Gifu, Japan ● Kanagawa, Japan ● Shizuoka, Japan ● Tokyo, Japan Req #12455

28 November 2023

Since the year 2000 , OEC has grown globally to more than 1,000 employees with a double-digit revenue increase nearly every year. We provide a lively culture, employee rewards and recognition, and the opportunity to develop and implement innovative technology solutions.

### Position Summary

As a Sales Representative you will assist the BMW Dealer Network and distribution partners' network to improve car parts sales performance through the coaching of dealer champions in opportunity identification, sales process, product presentation and best practice implementation.

Area to cover is Central Japan being : Aichi, Gifu, Mie, Shizuoka, Tokyo and Kanagawa

### Job Duties

Operational implementation of approved initiatives and actions to achieve the targeted sales.

Identify and convert new independent repairers.

Use analysis of spend patterns to prioritize activities to customers with the greatest growth potential.

Implement point of sales activities, effective distribution partner marketing and promotions.

Monitoring of Business development (turnover and other KPIS) of each dealer / wholesaler branch to ensure achievement of initial targets and action plans.

Continuous visit to existing and new independent repairers to reinforce the trade parts sales growth.

Create relationships with the independent repairers that shall be based on mutual trust and a high level of professionalism.

Act as BMW spare parts consultants supporting the independent repairers by providing product and price information, advantages vs. OES, etc.

Continuously collect and feedback customer intelligence to the National IAM Manager and the NSC in order to enable a first-class trade operation, fulfilling and exceeding customer expectations.

Prepare joint action plans with the NSC and/or the respective BMW dealers or other distribution partners to present customer feedback and to define countermeasures.

Implement improvement measures in order to enable a first-class trade operation, by ensuring competitive logistic and delivery solutions as well as further support functions of the distribution partner to the IAM customer (claims handling, technical support, etc.).

Overall responsibility for reporting to the NSC.

Provides overall support and direction to the Japanese BMW Sales Team.

## **Experience**

Experience of the automotive parts industry, preferably aftermarket or aftersales.

Experience of working for a vehicle manufacturer or a dealership within the trade parts department.

Min 3 to 4 years Sales background.

Demonstrable expertise of one-to-one sales coaching.

Strong analytical skills with good understanding of business Key Performance Indicator (KPI) data.

Ability to effectively carry out on-site visit analysis.

Excellent verbal and written communication skills with the ability to communicate at all levels of customers and internal teams.

English speaker.

Frequent travel to visit dealers is required for this role.

We have updated our Privacy Policy to comply with the new European Union data protection law.

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