



About Nippon Recruitment

Nippon Recruitment specialises in international recruitment worldwide, with a focus on Japanese companies. On behalf of our customer, a multinational producer of machinery located in Almere, we are looking for a

Regional Spare Parts Representatives, Almere (1012) Fluency in English, Agri Machinery or Automotive Parts

Company information

Our customer produces machinery and equipment which are being used for many applications in various industries.

Job description

As Regional Spare Parts Rep, you will develop spare parts business and help to grow the dealers' after sales support.

- Working closely with parts warehouse and dealers to ensure all orders are fulfilled
- Working closely with the technical department to answer technical queries
- Working closely with suppliers and Japan HQ to solve spare parts issues
- Monitoring priorities of dealer orders according to their ordering request
- Visiting dealers, identifying SWOT of the dealers and clarifying improvement areas
- Developing regional parts sales and marketing strategy to help dealers to improve their aftersales service capabilities
- Developing and planning sales promotional campaigns
- Monitoring dealer inventory levels and making stocking recommendations
- Monitoring pricing levels by parts categories in assigned territories
- Making parts recommendation list to new dealers
- Providing parts system trainings to dealers

Job requirements

In order to qualify for this versatile and challenging position, required are at least the following criteria:

- Experienced in construction, agri machinery or automotive parts sales & marketing
- Understanding of mechanical products
- At least bachelor degree
- Team worker, flexible to support others, strong analytical skills and mind-set
- Ability to communicate with people who have different cultural background
- Deep understanding of Incoterms and full process of logistics
- Good understanding of marketing theory and ability to develop sales strategies
- Excellent customer service and communication skills
- Flexible to travel in and out of Europe for dealer visits
- Near native English proficiency is a must, any other European languages is a plus

Are you interested? Please send your CV to Izumi Sawada (application@nipponrecruitment.com) or call: +31 6 3013 7769.