



## **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*

## **Sales & Marketing Manager (Almere, 1070) Spare parts, data, English**

### **Company information**

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

### **Job description**

Our customer is looking to hire a Sales and Marketing Manager to join the Spare Parts team. The Sales and Marketing Manager plays a significant role in developing the spare parts business and support and grow the dealers.

- Set and propose annual parts sales targets and an action plan by region, and develop and plan sales promotional campaigns based on data driven analysis
- Lead and motivate regional parts sales representatives and help them to achieve their targets
- Collect and analyze market price levels by part categories, in order to stay competitive and expand sales
- Promote strategic local parts sourcing to improve parts sales
- Clarify improvement areas of the Parts business by using SWOT and develop sales and marketing strategies
- Evaluate performance of parts operations with KPI management and make periodical reports
- Manage spare parts account receivables
- Improve work processes of parts operations
- Work very closely with the Brand marketing team to develop parts promotional materials
- Work closely with dealers, suppliers and Business Managers to solve spare parts issues
- Work closely with Product Support department to minimize machine downtime and settle parts technical issues
- Manage efficient parts inventory levels throughout the supply chain, and also make inventory recommendations to optimize dealer inventory levels



## **Job requirements**

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

- At least bachelor degree (Data Science / Mechanical Engineering, Marketing or equivalent)
- Proven track record of at least 10+ years of machinery or automotive (or similar) parts sales and marketing, parts inventory management and customer support
- Must have a good understanding of mechanical products and market requirements
- 3+ years' experience in leading and managing teams
- Have global perspective and a good storyteller
- Strong analytical skills
- Ability to communicate with people who come from different cultural backgrounds
- Deep understanding of Incoterms and full process of logistics
- Flexible to travel in and out of Europe for dealer visits
- Near-native English proficiency is a must. Fluency in German, French and Italian languages are welcome

Are you looking for this broad and challenging role? Please send your CV to Gert-Jan van der Lei ([application@nipponrecruitment.com](mailto:application@nipponrecruitment.com)) or call + 31 6 21257183.