

Sales Manager Ukraine, Romania & Hungary – Heavy Duty Aftermarket

Dinex Group

Do you want to join our growth journey? Are you ready to walk the extra mile to create results in a global and dynamic company? The Dinex Group is a trusted partner to worldwide on- and off-road vehicle manufacturers equipped with medium-heavy duty to large diesel and gas engines as well as distributors of exhaust and emission spare parts for trucks and buses, including retrofit solutions for environmental zones. Our dedication to the manufacturing of high-quality products based on our own technology platform is driven by a high-performance culture and a desire to continually break new grounds within exhaust and emission systems. In order to service customers both globally and locally, we are expanding our Aftermarket (AEM) Sales team and looking for Sales Manager for Ukraine, Romania & Hungary, who is preferably based in Ukraine. The position holds many personal and professional development opportunities and for the right candidate great career opportunities in an exciting global environment.

Qualifications

We believe that the following skills & qualifications will improve your chances of success:

- Minimum 5 years' experience within sales management, preferably in an Automobile Parts Industry aftermarket sales capacity, or for related products
- Background within an automotive or mechanical engineering or marketing would be an advantage
- Excellent sales skills and great business acumen
- A great team player and motivator
- Exceptional communication and presentation skills
- Fluent communication in English & Russian, both verbal and written. Knowledge of Ukrainian, Hungarian and/or Romanian would be an advantage
- Willing to travel frequently as position requires regional travel. Approx. 60-80 days per year

Main Function

Reporting directly to Regional Sales Manager Eastern Europe you will be responsible for planning, directing, controlling and coordinating the aftermarket sales and marketing of the organization's products and services to selected distributors, dealers, retailers within Ukraine, Romania & Hungary. You will ensure that products are marketed and sold in accordance with objectives to obtain maximum profitability and sales volume in relation to pre-set marketing strategy and sales plans. You will continuously evaluate the timely adjustment of strategies to meet changing aftermarket sales conditions. Being responsible for growing Dinex' product brand recognition in the aftermarket, you will ensure strong brand image among our customers. Additionally, you will expand aftermarket market coverage through cultivating new distributors and dealers and will operate within the assigned travel budget.

The Dinex Group is a leading global manufacturer and distributor of innovative engineered exhaust and emission control products and solutions for the heavy duty and gas engine industry. Today, the Dinex Group, headquartered in Denmark, operates through 16 companies and employs approximately 1400 dedicated people worldwide. The Dinex Group is present in 14 different countries with production and sales facilities in Denmark, UK, Finland, Germany, Latvia, USA, Turkey, Russia and China. Additionally, the Dinex Group has sales companies in Spain, Italy, France, Germany, UK, Poland and Serbia.

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Roles & Responsibilities

- Responsible for aftermarket sales & marketing activities in Ukraine, Romania & Hungary
- Identify new distributors and work with distributors to develop lower level of distribution and service networks
- Gather and provide competitive intelligence to marketing team and management
- Prepare market analysis and identify sales opportunities for assigned geographic regions
- Work with distributors to develop and manage local trainings, advertisings and sales promotion activities, to be supported by our marketing team
- Build up Dinex products' brand image among customers
- Develop and maintain good relationships with key distributors
- Support product development fits for the needs of assigned market
- Handle defective and warranty claims
- Operate with assigned travel and expense budgets
- Prepare weekly work plans, monthly reports, travel itineraries, and attend weekly sales calls
- Develop distributor management strategy - training, business plans, customer support etc.

- Support distributor & their partners to win all kind of projects
- Lead to conduct regular business reviews with distributors, and improve the distributor operational processes
- Be active and aggressive to gain market share and work with "bottom line strategy"

Success criteria

We value personal and authentic management style that contains words like action, motivation, feedback, teamwork and humour. Besides that, successful candidate for the position will:

- Expand Dinex aftermarket parts business in Ukraine, Romania & Hungary
- Achieve annual budget and other tasks like introduction of new products
- Promote and build a strong Dinex brand name within the customers
- Comply with Dinex value & guideline of code of conducting business
- Deliver foundation to AEM CSO to support right decisions in Business Development and Strategy

In case you have any questions, feel free to contact Regional Sales Manager Eastern Europe Ivan Gulakov, telephone +79216408824 or e-mail ivg@dinex.net.

If you feel that you possess the necessary skills, we look forward to hearing from you. Please send your application in English to e-mail HR@dinex.dk.

Here you can find how we handle your personal information.

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