



GENIUS

HUMAN RESOURCE CONSULTING

National Sales Manager
Automobile
(all genders)

International Vehicle Manufacturer
Frankfurt area



Genius Consulting GmbH is an independent management and outplacement consultancy which specialises in filling management positions and supporting career transition processes of performance driven candidates. Founded in 2009, the Genius Consulting GmbH associates have succeeded in becoming reliable partners for the automotive industry, mechanical and plant engineering industry, reputable companies in the field of information technology, consulting firms as well as innovative start-ups.

By combining tried and tested search strategies with innovative recruitment tools together with our comprehensive candidate network, we offer you maximum efficiency during the search process. We deliver results, not reports!

Our client is the world's leading manufacturer in the minicar segment. With its philosophy, our client stands for enthusiasm, down-to-earthness, value, sportiness and team spirit.

National Sales Manager Automobile (all genders)

RESPONSIBILITIES

- Management and support of the sales force (area manager) and the dealer network department.
- Ensuring turnover and sales targets with regard to wholesale, retail and market share.
- Preparation of the annual forecast for the dealer network in cooperation with the „Sales Planning“ department.
- Initiating and implementation of central measures to improve sales performance.
- Development and implementation of effective sales strategies.
- Monitoring and analyzing key performance indicators as well as deriving and implementing suggestions for improvement.
- Preparation of monthly, quarterly and annual forecasts.
- Business analysis of key dealers based on the dealer comparison.

Genius Consulting GmbH

Mr. Holger Kilian, Executive Partner | hk@genius-consulting.de | +49 621 70287687

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PROFILE

- Degree in business administration/automotive engineering/economics or similar
- At least 2 years management experience
- At least 3-4 years of field sales experience in the dealer network of a car manufacturer, importer or a large dealer group
- Strong and outgoing personality with the ability to push and change.
- English/German: business fluent
- Strong analytical skills and quick thinking
- Excellent communication, judgement and negotiation skills
- Sound knowledge of MS-Office (**Excel in particular**)

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