



Sales and Business Development EU

B2B retail dealer network

Job Description

As an authorized importer for Dodge & RAM vehicles in Europa, Auto Export Corporation (AEC) is recruiting a Sales and Business Development Specialist to facilitate the growth of its retail channel in Europe by closely collaborating with OEM franchise dealers and other b2b partners.

LOCATION

Munich, Germany

Expect up to 25-50% European travels

TASKS & RESPONSIBILITIES

- Acquisition of new retail partners incl. market analysis, dealer onboarding and support.
- Management of retail dealer network performance in terms of product knowledge, brand communication, service quality etc.
- Daily calls to all dealers, weekly/bi-weekly visits to all dealers.
- Promotion and Sales of AEC Products and Services to the retail dealer network.
- Analysis and assessment of the market conditions.
- Collection and Coordination of customer surveys.
- Continual enhancement of quality and compliance standards to continually provide a high level of service to customers.

QUALIFICATIONS & EXPERIENCE

- Strong commercial, influential and organizational skills
- Fluent in English (additional European languages are welcome)
- Ability to work to tight deadlines and under pressure
- Sales experience is required
- Automotive experience is a plus – OEM / Car Dealership / Leasing & Fleet etc.

REQUIREMENTS

- Self-starter: Ability to work independently in a dynamic environment, proactive and have good problem solving capability.
- Collaborator: Ability to work effectively in a team environment and build relationships with all stakeholders.
- Multi-tasker: Excellent organizational, time management and multi-tasking skills in an extremely fast-paced environment with changing priorities.
- Passionate Communicator: Excellent communication skills (verbal and written) with the ability to influence and follow through (internal/external).



Company Profile

Auto Export Corporation (**AEC**) is a contractual partner of Fiat Chrysler Automobiles (FCA) for the import of **DODGE & RAM** brands in Europe as well as a global automotive solutions provider.

Founded 1996 in St. Catharines, Canada by **Andrew Pilsworth (CEO)**, the company employs over 50 full-time employees in three offices in Canada, Germany and Belgium. As a contractual partner of one of the largest car manufacturers, AEC offers a secure job with diversified and challenging tasks.

The legendary **DODGE** Brothers vehicles and the powerful **RAM Trucks** are distributed and serviced through the professional AEC dealer network that enjoys full support from the AEC team.

The vehicles are built in North America by FCA and completed at the AEC vehicle-processing center in the port of Antwerp, Belgium to meet European safety standards and regulations. AEC's state-of-the-art port facility satisfies highest industry ISO-standards and ensures smooth distribution process to the dealer network.

As we grow and expand our operations, we are looking for talented individuals to drive our vision.





- Permanent employment (full-time / part-time)
- Excellent programs for internships, training and in-service training studies
- Independent work and a good variety of tasks
- A young international team and an excellent working environment
- Flat hierarchies and fast decision-making process
- Modern offices in excellent locations

Our locations

- St. Catharines, Ontario, Canada – Headquarter
- Munich, Germany – Market development and Dealer Support
- Kallo, Antwerpen, Belgium – Port operations and Vehicle Processing Center

Embrace Diversity

As a global company, we welcome employees of diverse backgrounds because we feel they enrich our organization and the offerings we provide to our customers. With offices in Canada and Germany, and more expansion to come, you will have the unique opportunity to interact with colleagues and customers around the globe.

Your application

Whether you are interested in a current vacancy or can see yourself as a good fit into our team in different areas – we look forward to receiving your application.

Please send your complete application in English only as a PDF file limited to a maximum of 5 MB (Cover letter, Curriculum Vitae, Salary Expectations) per e-mail to Mehdi Nabhani or Natalie Gitter at amazing-job@aecorp.com

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