



Sales and Business Development Automotive, m/f (FCA)

Job Description

As an official distributor for Dodge & RAM brands in Europe and a cooperation partner of FCA, Auto Export Corporation (AEC) is recruiting Sales and Business Development Specialists to facilitate the growth of its retail channel in Europe by closely collaborating with OEM franchise dealers and other b2b partners.

LOCATION

- Munich, Germany
- Willingness to Travel (expect up to 10-20% European travels)

TASKS & RESPONSIBILITIES

- Acquire new retail dealers incl. market analysis and dealer onboarding.
- Manage the sales performance of existing retail dealers.
- Maintain close relationships with dealers, negotiate and close deals.
- Actively participate in trainings to enhance your knowledge of the products and services.
- Promote and sell AEC products and services to the retail dealer network.
- Analyze the available statistics and liaise with Communication Department to assist dealers in promoting sales.
- Collaborate with Product Department by monitoring activities of your own dealers and competition.
- Monitor and coordinate priorities with the Logistics department.
- Actively support your dealers by identifying performance issues and targeting these while liaising with relevant departments and senior management.

QUALIFICATIONS & EXPERIENCE

- Strong commercial, influential and organizational skills
- Fluent in English (additional European language, especially Dutch, Swedish, French, Spanish, Italian is a plus)
- 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.





Our offer

- 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 – Headquarters
- 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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