



Account Representative Automotive B2B Ontario, Canada

DESCRIPTION

Working in the Canadian Office, the account representative is responsible for developing new business within the existing AEC European/International dealer network (B2B). You will manage the vehicle buying and sales process for our existing dealers and identify new opportunities.

KEY RESPONSIBILITIES

- Purchase / Order vehicles.
- Meet Sales Objectives.
- Maintain and build relationships with current B2B partners in the industry. Seek additional industry partners that would deliver results.
- Professionally challenged every day; taking on an increasing responsibility.
- Be proactive and bring fresh prospective and ideas to the table every day.
- Effectively interact with all levels of the organization from senior leadership to operations colleagues.

REQUIRED SKILLS AND EXPERIENCE

- Canadian Citizen or Permanent Resident or Work Visa
- Post-secondary education in marketing, business, or related discipline.
- Fluent in English. (additional European languages are welcome)
- Experience in sales.
- Automotive experience with an OEM (eg. GM, Ford, Toyota, FCA), dealership, daily rental/fleet company, etc.
- Strong commercial, persuasion and organizational skills.
- Ability to think outside the box and try to troubleshoot issues and concerns.
- Ability to be autonomous, display initiative, and work with minimal supervision.
- Must be interpersonal; build collaborative working relationships with internal and external affiliates.
- Ability to work to tight deadlines and under pressure

PREFERRED SKILLS AND EXPERIENCE

- Advanced PC skills in MS Word, Excel and PowerPoint is an asset.
- Experience in sourcing and buying vehicles



Company Profile

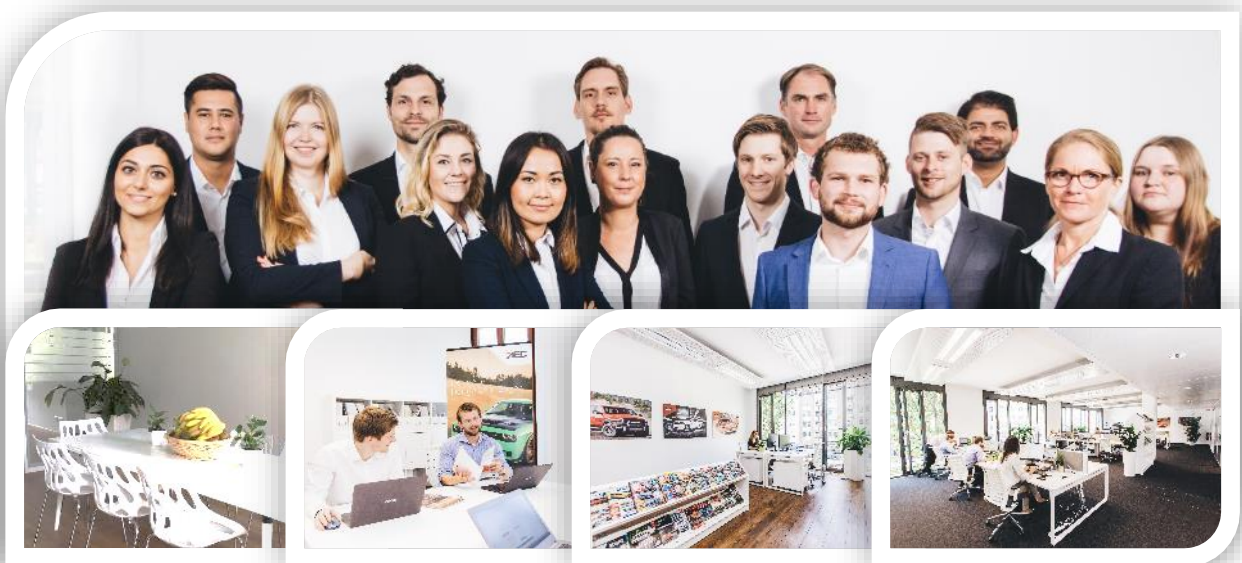
Auto Export Corporation (**AEC**) is a contractual partner of Fiat Chrysler Automobiles (FCA) for the import of **DODGE & RAM** brands in Europe as well as a global automotive solutions provider.

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, Belgium, 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 as a PDF file limited to a maximum of 5 MB (Cover letter, Resume) per e-mail to amazing-job@aecorp.com . Phone calls will not be accepted.

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