Belgium Jobs Expertini®

Dealer Performance Manager _ Walloon region

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Company: Generations Recruitment Location: Belgium Category: computer-and-mathematical

What's in it for you?

A competitive compensations and benefits package for the required level and experience, **including a company car.**

The opportunity to boost your career through product training, coaching & support, learning on the job

A permanent contract in a dynamic, transparent, and fast-paced organisation, characterised by an entrepreneurial and cooperative culture.

Autonomy and entrepreneurship in your work, as well as teamwork with other colleagues and departments

days off

About the company

Our client is a **dynamic company in full transformation and aims to become a sustainable Mobility player.**

This means that in addition to their traditional business of gas stations and lubricants, they are very much committed to electric and other future-oriented mobility solutions. To support the strong growth and the challenging future strategy, **they are looking for a**

driven and ambitious Dealer Performance Manager.

About the job

As a Dealer Performance Manager

You are responsible **for monitoring the performance of deal(ers** his case shop owners) . This includes assessing the performance in terms of sales, customer service, and other metrics.

You are responsible for **providing feedback to dealers** and helping them to improve their performance.

You are responsible for developing strategies to improve overall dealer performance.

You follow-up periodic KPI's of the stores and define action plans with the team and store-owners.

You are co-responsible for the **P&L of your customers**.

You spend days per week in the field to further coach the job owners.

You are in charge of **initiating, maintaining, or ending partnerships with deaters** well as bringing on new dealers if necessary.

About the ideal candidate

You have at least years of experience in **Retail (shop owner, district manager, area manager, ...)**

You are FR-speaking and have a good level of Dutch

Your commercial and enthusiastic approachallows you to positively engage others

You are focused on teamwork and communicate openly and directly

You are strongly critical with strong analytical skills

Experience in HR or legal is a +, not a must

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