

Regional Manager Used Cars Flanders

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Company: Inchcape

Location: Machelen

Category: computer-and-mathematical

Purpose of Role:

The UC Regional Manager at Toyota Belgium plays a pivotal role within the Belux distribution network, with a primary focus on Used-Car (UC) sales. This position is instrumental in ensuring the long-term profitability and growth of the network and Toyota Belgium. The primary objective is to support dealers and the network in achieving their UC sales targets, and this involves closely monitoring and elevating key performance indicators (KPIs) and dealer professionalization plans to drive high-quality UC sales in the Belux market.

Job Role and Responsibilities:

As a UC Regional Manager, your key responsibilities include:

Achieving commercial growth objectives for UC sales within your designated zone.

Actively guiding and assisting agencies in meeting their UC sales targets.

Monitoring various UC KPIs, such as stock levels, stock rotation, presentation, purchase plans, and more, and sharing best practices within your network.

Motivating the network to increase Finance & Insurance product sales related to UCs for long-term value chain results.

Monitoring and improving sales of Accessories dedicated to UC business.

Maintaining a strong focus on customer satisfaction.

Identifying trends and developments to capitalize on opportunities for UC sales.

Serving as the primary contact point for the network and dealers.

Reporting to the Head of Distribution UCC and collaborating closely with the UC remarketing manager for UC stock management

Education/Experience:

A minimum of 5 years of experience in a sales role, with automotive knowledge considered a plus.

Experience in working with independent franchise dealers.

Demonstrated track record of surpassing previous sales targets.

Proficiency in inventory control and management.

Skills Required:

Reputation as a reliable and trusted business partner.

Goal and result-oriented work ethic.

Thrives on challenges and actively seeks solutions.

Excellent social and communication skills.

Commitment to providing exceptional customer service.

Proficiency in common software tools (Word, Excel, Outlook, etc.).

Excellent knowledge of Dutch and a very good command of French/English.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, or disability.

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