



Aftermarket Developer



Function

Working in the European Parts Distribution Center of Doosan Industrial Vehicle you will develop and maintain dealer relationship and support the dealer network in the development of their aftermarket business. You will work closely with the marketing, customer service, inventory and product support team.

Roles & Responsibility

- Keep customer informed and represent their needs within Doosan Industrial Vehicle
- Establish, execute and deliver successful sales campaigns
- Ensure appropriate dealer and country plans are developed, strategies are defined and approved and implementation monitored
- Build customer relationship
- Ensure that Doosan obtains customer feedback and actions are taken to address issues
- Provide detailed forecast of potential business opportunities with the dealer
- Ensure sales volume and profit are in line with the forecasts provided
- Undertake any other related tasks as and when assigned

Requirements

- Bachelor, preferably technical or technical affinity
- Strong language skills: Dutch, English, French and German / every other language is a plus
- Computer literate, strong MS office skills in particular MS Excel
- Automotive experience, preferably spare parts sales, is a big advantage
- Commercial Acumen with strong customer focus and passion for delivery
- Strong organisational skills with the ability to multi-task
- Team player, self-driven and result oriented
- Responsible, meticulous and resourceful
- Good communication and good influencing skills
- Willingness to travel internationally
- Able to commence work immediately or within short notice is an advantage

Our offer

This varied and responsible function as aftermarket developer allows you to work in an international, growing company. People have always been the foundation Doosan's success for the past century and will help us build our next hundred years. Such trust in our people lies at the very heart of Doosan's management philosophy.

The Doosan Credo is a set of principles that represent our philosophies and unique way of doing business. The Credo consists of Doosan's "Aspiration" and "Core Values". Doosan People are those who keep the Doosan Credo in their hearts and practice Doosan's distinctive traits everywhere they operate.

Based on Doosan's unique business philosophy which comprises the 2G Strategy (Growth of People, Growth of Business), Doosan nurtures Doosan people and offers competitive salary, fringe benefits and rewards based on a multifaceted evaluation of their experience, professionalism, competence and character as well as their performance. We view our people as individuals, not simply a means to achieve corporate performance. As people are the centre of who we are, we take genuine care in their development, making their cultivation our top long-term priority.