



Doosan Industrial Vehicle Europe N.V.  
Europark Noord 36A  
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## **Aftermarket Developer German Market (Forklift Spare Parts)**

Starting with its first forklift in 1968, Doosan Industrial Vehicle has established its position as a part of Doosan family in 2005 and is now expanding its global sales network based on more than 400 dealers in 93 countries worldwide.

We are currently looking for an aftermarket developer for the German market to strengthen our European operations.

### **Function**

As Aftermarket Developer you will develop and maintain the dealer relationship and support the dealer network in the development of their aftermarket business.

### **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

### **Requirements**

- Bachelor, preferably technical or technical affinity
- Strong language skills: German and English – every additional 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 (80%) within Germany and internationally



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## **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.