

KYB Europe GmbH is a subsidiary of the Japanese KYB Corporation and serves the European markets. With more than 14,000 employees, the KYB Group generates an annual turnover of around USD 3.2 billion. The company is one of the world's leading manufacturers of shock absorbers and is one of the largest suppliers of original equipment. With 15 factories in Asia, Europe, and the United States, KYB has an annual production capacity of more than 75 million shock absorbers. KYB Corporation exports its products to more than 100 countries.

For the European aftermarket section of KYB Europe GmbH, located in Düsseldorf, we are looking for a:

## **Senior Manager Sales for DACH territory (m/f/d)**

### **Your general mission and role:**

Your general mission will be the management and supervision of our aftermarket customers, as well as the control and follow up of the sales performance in the distribution area Germany, Austria, and Switzerland.

In this position you will report to the Executive Director Aftermarket Sales and be responsible for the following tasks:

- Establishing and maintaining excellent relationships with DACH key customers and internal stakeholders.
- Analysing all customer requirements, developing solutions to complex problems and providing assistance to a variety of services and products.
- Managing communication between key customers and internal teams.
- Support and follow up in the building of yearly business plan and activity planning in line with KEU AM policy.
- Validation of business forecast and targets with the customers.
- Facilitating and developing various DACH sales analyses + projects to continuously improve market performance.
- Ensuring prompt identification, monitoring, reporting and effective management of all risks.
- Ensuring full understanding and correct implementation of all KEU Policy aspects.

### **This is what we expect from you:**

- Minimum 10 years sales management experience in the field of aftermarket business with proven success results.
- Proven track record in management of (international) projects incl. solid stakeholder management.
- Excellent negotiation and communication skills.
- Ability to analyse data and sales statistics and transfer results in improvement categories.
- Experience of working in a corporate / business focused environment.
- Experience in working with senior management to align sales strategies and solutions.
- Strong orientation to achieve results by establishing priorities and minimise non-productive work.
- Strong communication skills and attitudes to support a diverse multinational team.

- High willingness to travel but also presence in the business premises in Düsseldorf at times.
- German native speaker with high level business English skills in terms of both speaking & writing.
- University degree in Business Administration or similar education.

**This is what we offer you:**

- Attractive remuneration and additional benefits as well as further training and education.
- Working in a European team with internationality lived on a daily basis.
- Exciting opportunity to take important part in expanding our business in the DACH region.
- An inspiring working environment in which we shape business and brands.
- Dynamic career opportunities help you to develop both personally and professionally.
- Intensive introduction to the job role and full support from the team.

Please send your application, preferably by e-mail, including your salary expectation and earliest possible starting date to:

**Ms. Olga Schmunk**  
**Human Resources Manager**  
[karriere@kyb-europe.com](mailto:karriere@kyb-europe.com)