



*Our Precision, Your Advantage*

To support our UK Sales Team we are looking for a

## **UK Business Manager (m/f/d)**



### **About us**

KYB Europe GmbH is a subsidiary of the Japanese KYB Corporation and serves the European markets. With 14,000 employees worldwide, the KYB Group generates an annual turnover of around 3.8 billion US dollars. KYB realises 60 percent of this with the sale of automotive shock absorbers. The company is one of the world's leading manufacturers of shock absorbers, springs and accessories 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 UK is based in Warrington.

### **Your tasks**

- Responsible for the management of existing customer accounts across the north of England
- Promoting company brand to existing and potential new customers
- Attend company exhibitions, trade shows and other events
- Coordinate with colleagues to ensure customers' requirements are always fulfilled
- Build and maintain stronger relationships with key individuals in new and existing customers
- Schedule and attend meetings with customer accounts
- Attend sales meetings with colleagues
- Collect customer information, resolve any issues and highlight sales performance
- Compile detailed customer meeting minutes
- Analyse sales data to identify trends and opportunities for improvement
- Provide exceptional customer service and address client concerns promptly
- Support the business when required to attend trade evenings and other trade events



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## What you bring with you

- Experience in a customer facing sales role
- MS Excel/Word/PowerPoint literate
- Proven negotiation skills. Strong and confident communicator
- Willingness to travel within the UK and overseas when required
- Experience in the independent automotive aftermarket is preferred but not essential

## What we offer



An interesting, responsible and varied role



A modern company with a high level of innovation



An attractive salary as well as full product and technical training



Company car



Generous annual leave & bank holidays



Laptop, mobile phone



Pension

## Have we aroused your interest?

Please send your detailed application (preferably by e-mail) stating your earliest possible starting date to:

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