



#BESTUNDERPRESSURE

ENGINEERED
IN GREAT BRITAIN

BGA is the Aftermarket division of
4BG Group, established in 1999.

CAREERS

Export Sales Development Manager

Job Description

Due to our rapid growth in our export business we are looking to recruit a highly motivated and enthusiastic Export Development Manager who will be required to develop and increase sales within the international automotive wholesale markets. Reporting directly to the Head of Export Sales, this position is open to both UK and International applicants, although a territory based candidate would be preferred.

This role will focus on generating sales growth from our extensive range of Engine Components, Steering & Suspension components & Transmission Components within the automotive and engine wholesale sectors. A tenacious and enthusiastic approach towards winning incremental business with both new and existing customers will quickly develop sales within this sector. Extensive international travel throughout the territory is a key requirement; therefore, this role requires flexibility in terms of travel arrangements. Although working within a distant management system you will become part of a Sales Team and required to work closely with other members of the team.

Area of work: Europe

Role Responsibilities:

- Ability to understand business opportunities
- Sales skills
- Manage existing customers accounts and further develop the partnerships
- Market research and development
- International travel
- Strong planning skills
- Self-motivation
- Ability to work in a high demanding environment
- Good understanding of the European business and cultural environment
- Dynamic and flexible approach to business and daily challenges
- Strong problem-solving skills and ability to work in a team
- Results-oriented, innovative thinker with a focus on continuous improvement
- Entrepreneurial spirits
- Strong report writing abilities

Apply now by visiting
www.bgautomotive.co.uk/careers





#BESTUNDERPRESSURE

ENGINEERED
IN GREAT BRITAIN

CAREERS

Training & experience - Essential Experience within the Automotive Aftermarket sector. Experience in dealing with major automotive wholesale business.

Training & experience - Desirable Excellent level of PC literacy (Excel, PowerPoint & Word).

Knowledge & Personal skills - Essential Fluent in English and other languages

Highly motivated, confident and enthusiastic Negotiation skills Analytical and presentation skills, team working, able to build strong relationships (internally and externally).

Knowledge & Personal skills - Desirable Language skills: French or German

Other Job-related requirements

- Essential Travel flexibility.
- Eligible to work within the EU
- Please ONLY apply if you have the Essential skills
- Flexible Working Options Available

Job Type: Full-time

Knowledge:

- On-site parking
- Work from home

Apply now by visiting
www.bgautomotive.co.uk/careers

