



Distribution Sales Manager MEA - JOSAM

Description

Are you a passionate and commercially driven go-getter who is committed to making a difference on the rapidly growing markets for Heavy Duty Wheel Alignment and Collision Repair in the Middle East and Africa? If so, welcome to apply for this position!

The job

As Distribution Sales Manager for MEA you will be representing the JOSAM head office on your markets and is accountable for the growth of the region; both in markets where established distributors are present and on younger ones still lacking well established sales channels.

Your responsibilities include, but are not limited to:

- Develop, drive and manage strategical distribution partners within the assigned Region
- Grow young markets through identifying and selling directly to customers, while establishing new strategic distribution partnerships
- Plan, coordinate and evaluate sales activities and promotional campaigns to reach sales targets.
- Plan, coordinate and follow-up introductions of new products in the portfolio
- Monitor the assigned market(s) and their development both political and macro economical to anticipate impact on our business

You will reporting to, and working closely with, the Director JOSAM Distribution Sales EMEA and be based in Örebro.

The role includes extensive travel within MEA.

Your profile

We believe that you have a solid background within the Truck & Bus industry and is triggered by a set of goals. You have experience with sales via distributors and thrive in negotiating with a business partner and driving the business to meet sales goals and development needs. A technical interest combined with business acumen will be to your strong advantage, as will your ability to build lasting business relations. Success in the role also depends on you being a self-learner driven to consume more knowledge opportunities.

Fluent English communication skills in both written and spoken is required and you are comfortable with speaking in front of a group. Swedish and/or any spoken language in the MEA region is meriting.

About us

JOSAM is a global supplier of repair, directional and measuring equipment for the Truck & Bus aftermarket. Our products and services include equipment and software for the repair of crash-damaged heavy duty vehicles and Wheel Alignment of heavy vehicles.

All our systems and solutions are well known for their high quality, advanced technology and ergonomic design.

JOSAM is a part of Snap-on Incorporated (US based) with operations in large parts of the world. Please read more at www.josam.se or www.snapon-totalshopsolutions.com

Application

By applying for the advertised position, you agree that Car-O-Liner will process your personal data in accordance with our Personal Data Collection Policy.

<https://car-o-liner.com/sv/integritets-cookie-policy/>

If you are interested in joining a growing company, you are welcome with your application. Please send your application containing your CV and cover letter in English to rekrytering@car-o-liner.se as soon as possible.

The position should be filled immediately and the recruitment work is therefore ongoing during the application period.

If you have any questions regarding the position, please call Tobias Filander, recruiting manager on phone 073-6004379 or Kajsa Mumm HR Manager on phone 0227-41200.