



Yanmar Europe BV, located in Almere, is the European based headquarters for Yanmar's activities in the Agricultural and Municipal market. Yanmar Europe is a dynamic organization which is developing itself with sophisticated products, services, and processes.

For the Agricultural Equipment department of Yanmar Europe, responsible for Yanmar compact tractors in Europe, we are looking for candidates for the position of:

AREA SALES MANAGER (M/F)

Candidate will work from the European Regional Head Quarter in Almere, The Netherlands.

Position Description

- Is responsible for all European B-B sales activities (excluding Germany, France, Austria and Switzerland)
- Maintain and set up relationships with distributors and dealers.
- Develop network in line with market requirements and product development.
- Responsible for the tractor and implements sales range from 20hp to 60hp.
- Meets sales, gross margin and expense goals within the assigned regions.
- Analyses and redefines the roles to be played by Yanmar and the distributors.
- Working with the relevant departments, establish business plans and goals to be met by each distributor/dealer and evaluate each on an annual basis.
- Approaches existing and potential distributor accounts by personal visit or telephone for the sales support of products.
- Discusses with them revenue, options and order patterns, delivery conditions, product quality and requirements for transport, distribution, etc.
- Prepares the commercial side of distributor contracts
- Monitors pricing and price developments within market developments
- Gathers data on market volume, makes proposals for optimization of product offers regarding volume, consequences for production and packaging
- Budget planning and management for his specific sales type area. Signals deviations and takes action where required.
- Deals with customer complaints and takes action where required.
- Maintains appropriate sales records.
- Participates at shows and exhibitions.
- Assists training department with distributor training.
- Setting up and training of Yanmar distributor network.
- Works with the Sales Department Manager in the development of the appropriate marketing and sales support programs needed to support the sales goals.





Requirements

- A technical education at least at Bachelor level.
- Industry experience: for agriculture machinery/implements or landscaping applications
- > 5 years sales experience in an international business-to-business environment
- Experienced in developing sales and service infrastructure
- Experienced in distributor network setup and dealer management
- Professional business English and Dutch in speech and writing.
- A commercial and flexible attitude

Candidates must live in the Netherlands and have a permanent residence- and work permit.

Yanmar Europe offers:

A truly international organization with respect for everyone's culture and room for individual development. A career in a dynamic environment where it is different every day. Space for initiatives and ideas. Motivated and sincere colleagues who will welcome you warmly. Quality products with a reliable and excellent reputation.

Yanmar is a stable and solid employer with labour conditions that conform to the market.

Interested?

Mail your motivation letter, together with your CV, to Mrs. Trudy van Eikeren, Manager Human Resources.

E-mail: trudy_vaneikeren@yanmar.com

Telephone number: 036 54 93 273

About Yanmar

Yanmar Europe B.V. is a subsidiary of Yanmar Co. Ltd., a Japanese family owned business. Yanmar, founded in 1912, is producer of diesel engines and components, as well as agricultural machinery, mini-excavators and micro cogeneration units.

The engines are used in a wide range of applications for the agricultural, industrial construction and marine markets, both commercial and pleasure.

Approximately twenty thousand people work for the group worldwide, in Asia, the Americas and Europe.

Yanmar Europe is located in Almere, the Netherlands. Activities here include the sales of diesel engines, agricultural machinery and micro cogeneration units to the EMEA markets, the assembly of marine engines and agricultural machinery and the sales and supply of spare parts.

Yanmar is an international operating and thinking organization where different cultures and nationalities are appreciated. Yanmar is known as a well-established brand and wins golden opinions because of its client orientated and subservient attitude towards its customers.

www.yanmar.com/eu

www.yanmaragriculture.eu

Acquisition in response to this ad is not appreciated

YANMAR