



Ready to contribute to the future of the Automotive Aftermarket?

With over 100 employees at our Espelkamp site, we are a partner to all well-known automobile manufacturers as part of the Hitachi Astemo Group. For over 40 years, we have been developing and distributing spare parts in Espelkamp for the international automotive aftermarket. In doing so, we have retained the character of a medium-sized company and flat hierarchies. We are a committed team that works together respectfully and on an equal footing. Our employees are the focus of our efforts to achieve our goals, and we are proud to be an equal opportunities employer.

Own the Future, become a part of the team and join our company in the field as:

Sales Manager Central Eastern Europe (m/f/d)

In this role, you will be responsible for developing a distribution plan including the online segment, as well as for developing our brands in the region and building a sales network.

Your tasks include:

- Market analysis, securing new business in addition to taking care of existing customers in Central Eastern Europe (PL, CZ, SK, HU, RO, BG, MD)
- Product presentation and coordination of technical trainings to both customers and potential customers
- Participation in customer in-house exhibitions and international exhibitions
- Establish, develop and/or maintain positive business and customer relationships via phone, videochat/call or email
- Take ownership of maximizing market, product, sales and profitability targets
- Support to achieve all sales targets on a consistent basis outlined by the Head of Sales

Your profile / qualification:

- Well experienced and connected in the Eastern European Automotive Aftermarket (as Sales Representative)
- University degree in business or engineering or comparable course of education
- Excellent communication skills with the ability to communicate effectively with an international team
- Fluent in either Polish or Romanian as well as a proficient level of Business English
- Place of residence preferably within the defined sales territory
- Proficient user of MS Office, including MS Excel
- Self-motivated, self-organized and reliable

We offer you:

- A company car that can also be used privately
- An attractive salary and bonus model, as well as modern equipment
- A varied role in a motivated team
- Good health management and an understanding of family issues
- A success-oriented and appreciative corporate culture
- Regular company parties and activities, some for the whole family



Why choose Hitachi Astemo Aftermarket?

At Hitachi Astemo, we respect each other, never pass the buck and work creatively to accomplish our mission. Our people are given exciting opportunities to develop and grow in a truly international business, where they are proud to be part of a collaborative and innovative team. Diversity & Inclusion is valued to build and leverage an inclusive work environment and embrace diversity to unlock our full potential. We believe that this will give us the strength to drive great innovations to create new values for people, vehicles and the society, and to unlock our full potential to become a global leader in everything we do.

Sounds interesting?

Then we would like to get to know you. Please send your complete application, stating your earliest possible starting date and salary expectations, preferably by email to mike.kuetemeier@hitachiastemo.com. We look forward to receiving your application!