



Posizione

Business Development Manager (Area UK)

Società

A Kohler Company

Sede

Posizione Aperta - Central UK

Codice riferimento

914/17 UK

Ultimo aggiornamento

Mercoledì 17 Gennaio 2018

BUSINESS DEVELOPMENT MANAGER ENGINES

Dealers & OEM Customers

Central and Southern UK, Northern Ireland and Eire

Home Based with travel to the Oxfordshire branch office and Italy as required.

Our client is a **multinational US company**, whose european head office is based in Italy. **A worldwide leader in the production of gasoline and diesel engines for a wide range of B2B OEM customers in the construction, agriculture, lawn & garden industry as well as dealers.**

Our client is well recognised for ongoing and intensive R&D activities, innovative thinking with a focus on alternative and advanced technology, offering an unrivalled wide range of products ideally suited for many different applications and meeting current emission legislation.

The ideal candidate will have significant **Sales Experience** with **OEM Customers** and in **Dealer Development** on a **B2B level**. Direct experience on the UK market is desirable. You will be a strong team player with a proactive attitude, have excellent communication skills, the ability to carry out price and commercial negotiation, good leadership and a keen costumer



focus. The ideal candidate has an entrepreneurial drive to succeed, the ability to understand complex situations, is solution focussed to enable goals to be met and to earn the trust of customers and team members.

You will be available to travel within the regions of responsibility. This is a home based role which will require travel to the Oxford branch office as necessary.

As an important member of the UK Team, you will be responsible for the **planning, scheduling** and **carrying out** all sales activities managing **Key Account Customers and Distributors in the Region**, ensuring that the sales target of the assigned area are met.

The ideal candidate is a UK Citizen, already resident in UK.

How To apply for this position

It is necessary to send your application, a short letter of presentation and updated CV, possibly with photo, directly to our consultant Susanne Kristiansen - mail: s.kristiansen@kpconsulting.it

All applicants in line with the "ideal candidate profile" will be contacted within two weeks time for a first Skype Interview and receive further details regarding the position.

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