

Job Description: Export Sales Regional Manager



Department: Export Sales / ROW

Job role overview: In this position you will represent Triumph Motorcycles Limited working with our independent distributors in pursuing the achievement of the company's commercial and strategic objectives as well as ensuring they implement the prescribed programmes.

Based out of our UK Headquarters in Hinckley Leicestershire, your territory will include working with some of distributors in Europe and the Far East (and depends on the final portfolio). Mastering a foreign language could be beneficial in the case of some markets.

Travelling once to twice per quarter, you will be responsible for the commercial development and performance of the Triumph brand, including setting key Business goals for Triumph and our distributors, which you will drive and support them to achieve. Some travel might be at the weekend

Experienced in International business (automotive would be an advantage), you will need to demonstrate you have the experience of managing and developing a distribution or dealer networks at a national or international level.

Educated to degree level is desirable, you will be able demonstrate how you have built very strong relationships and ensured growth through the provision of marketing and sales support.

You will have experience in analysing sales data to evaluate performance in a broader sense, proposing appropriate promotional activities and ensuring that all activities are in keeping with corporate brand standards.

You will, of course, be able to demonstrate a successful track record, high level of flexibility or adaptability and a passion for motorcycles!

Report to: Head of Export sales

Location: Hinckley, Leicestershire

Duties and Responsibilities

- Pursue the commercial objectives of TML in terms of motorcycle retail, wholesales, PCA, and profit in a collection of distributor markets
- Guide the distributors in achieving the tangible TML set individual targets
- Guide the distributors in rolling out, complying on the DD strategies and stds, training and CSI goals and ensure them contributing to the overall softer TML objectives. Monitoring the appointment will be part of the regular discussions with a distributor
- Conduct the monthly sales monitoring process within the limits set of financial limitation and monitor these
- It will be the RSMs responsibility to ensure that commercial After Sales programs are rolled out in the markets
- Signal early on any bigger deviations from the (volume) listed targets requiring adjustment either in increased support (promotions or local increased activities)
- Identify any other market opportunity within the regions and pursue these
- Represent the country market/distributor interests in TML and represent the TML interests within market
- Champion cross market good working practices
- Oversee any legal changes required
- Report on outcomes of visits to distributors
- Any other duties as per your manager

Person Specification: Export Sales Regional Manager



	Essential	Desirable
Qualifications and Attainments	Maths and English GCSE grade C or above.	A degree in a relevant subject 1 or more foreign languages
Professional Experience and Skills	<p>Proficient in Microsoft Packages including Excel, Word and Outlook. Demonstrable experience within International Business. Managing and developing a distribution or dealer network at a national or international level.</p> <p>Experience at building strong relationships and ensured growth through the provision of marketing and sales support</p> <p>Experience in analysing sales data to evaluate performance, proposing appropriate promotional activities and ensuring that all activities are in keeping with corporate brand standards</p> <p>Demonstrate a successful track record, a high level of flexibility or adaptability and possibly a passion for motorcycles</p>	Previous experience of working within an automotive or manufacturing environment.
Personality and Motivation	Self-motivated and resilient. Flexible and adaptable. Able to take instruction and work under pressure. Excellent communication skills, clear and concise written and verbal skills	
Appearance and Characteristics Circumstances	Well presented.	
	Able to be flexible on working hours. Travel and weekend working	