

Job description

Title: Sales Representative Benelux South
Reports to: Commercial Head Benelux
Location: South Holland / North Brabant

Company Description

Segway-Ninebot is a global pioneer in high-tech electric mobility, dedicated to revolutionizing how people move. Our mission is to simplify the movement of people and goods, making life more convenient and captivating. Beyond leading innovation in micro-mobility, we are deeply engaged in service robotics and intelligent short-term transportation. With the headquarters stationed in Beijing, China, we focus on research, development, design, and distribution of cutting-edge short-distance transportation solutions. Segway-Ninebot Europe operates with branches in The Netherlands, Spain, France, and Germany.

General Description

You actively start and maintain your relationships and you are creative in working, in the moped market in the assigned area. Your goal is to achieve the stated market share in your area. You achieve this by providing your dealers with expert advice on the product range and by providing excellent service.

Key Responsibilities

- Open relationships (dealerships) and build them towards a sustainable relationship
- Work well with KPIs (they are there to be beaten not met)
- Implements and manage the brand standards at assigned in-region dealerships
- Work independently and take responsibility
- Plans, leads and manages all aspects of sales execution for the assigned region
- Day-to-day interface towards the Sales Officer Benelux and Commercial Head
- Identifying and reporting market development
- Recommends product lines by identifying new product opportunities, collecting product, packaging, and service requirements from the market; surveying consumer needs and trends; tracking competitors
- Sells new items, promotions and other sales initiatives to dealer network
- Devise, set up and implement commercial activities
- Making Sales-reports
- Day-to-day interface with the dealers and plans regular visits
- Participates in internal sales meetings, and any other events as appropriate (e.g. exhibitions during weekends)
- Communicates “voice of customer” into the wider organization

Qualifications and Skills

- A degree (MBO+ or HBO) from a college/university in Business or related field required
- 2-5 years of B2B2C sales experience of physical goods required (Ideally within the Mobility Industry)
- Excellent written and verbal communication skills in Dutch and English
- Can demonstrate the ability to go the extra mile, to exceed expectations in building and sustaining customer relationships
- Strong analytical & computer skills; Excel & PowerPoint are a MUST
- Ability to interact with both external and internal customers at all levels and with different cultures
- Detail oriented with strong aptitude for problem solving
- Able to work independently and exercise good judgment
- Affinity with two-wheelers
- Must be able to provide direction and support to customers and internal colleagues
- Entrepreneurial spirit combined with corporate discipline