AutoCrew Concept Manager (AA/SEU)
Take a closer look at almost any vehicle on the road today and you'll find Bosch technology at the heart of it. From starter motors to braking systems, our reputation for excellence makes Bosch the preferred choice all over the world. Help us develop the Automotive Aftermarket Sales Europe & UK (AA/SEU) further and join our team. You will be responsible for developing and implementing the AutoCrew concept within the UK and achieving the agreed targets. The role will require you to work closely with all internal and external stakeholders.

Your responsibilities:
- Develop ideas and initiatives to develop AutoCrew
- Work closely with the appointed AutoCrew distribution partner to;
  - Ensure appointment criteria and process are uniformly applied
  - Establish and maintain strong client relationships through regular close contact account management, including face to face meetings, telephone and email communication
  - Design and implement support activates to add value and income to the programme
  - Drive product rates to the network
- Communicate the clients goals and interests to the RB team
- Provide regular two-way communication between the client and RB team, to provide strong representation and set proper client expectations
- Review all major deliverables (i.e. Strategic brief, ongoing projects, function spec, etc) to ensure KPI’s and client expectations are met
- Ensure you manage expectations of all parties involved by communicating through meetings, verbal, written and email forms
- Hold AutoCrew distribution partner accountable for the delivery of the elements necessary to achieve the above
- Work directly with AutoCrew garage network
- Drive acquisition of new AutoCrew members and projects in line with AA sales strategy
- Organising and attending events
- Reporting of information within the Division as required
Your profile:

- Strong knowledge of all Microsoft Office programmes is essential
- Qualifications relating to the Motor Trade, to an NVQ standard, ATA accredited with an Apprenticeship scheme attendance would be largely beneficial
- Motor factoring and Garage Concept knowledge is required
- Hands on experience of network management in this sector is essential
- Must have the ability to deliver effective presentations
- Skills in modern vehicle systems and replacing parts will be advantageous
- A valid UK driving licence is required
- You must be a self-motivated and confident individual with effective ability at public speaking
- Conscientious managerial ability will need to be demonstrated
- Strong negotiation skills are required
- Must have ability to communicate effectively with all levels, both internally and externally
- Customer orientated with enthusiasm and drive, a good team player

Make it happen. Apply now.

Please send your CV and Cover Letter to opportunities.denham@uk.Bosch.com quoting reference number 328E