



Honda Access Europe nv (www.honda-access-europe.com), located in **Aalst**, is the European headquarter for the development, distribution, sales and marketing of accessories for Honda cars.

These products are sold via regional Honda offices and importers, located in around 40 countries within Europe. There are currently around 50 employees and in the last fiscal year more than 45 million euro in sales was achieved.

For the expansion of the company we are currently recruiting for the following position:

ACCOUNT MANAGER Car Accessories

SOCIABLE AND SERVICE-MINDED PROBLEM SOLVER

Function

- As an account manager you are responsible for the planning of car accessories, as well as the sales of these to the regional Honda branches and distributors in Europe.
- You regularly visit your customers in order to keep in touch with their regional market evolutions and support them with the promotion, pricing and sales strategy of car accessories.
- With a focus on providing a high level of customer satisfaction you maintain a strong relationship with your customers.
- You collect and analyse market data, trends and sales results and apply these to your decision making process, action plans and closely follow-up the results.
- You represent Honda Access Europe towards your customers, but also act as an internal representative of your customers within the company towards your colleagues in the logistics, purchase, marketing and R&D departments, with whom you will work closely.
- Through active participation in project teams you co-develop new products and you help in determining the product and pricing specifications.

Profile

- You have a master's degree in economics or an equivalent.
- A first experience in a commercial position within a B2B-work environment is a plus. You have an affinity for cars.
- As a dynamic and result-driven team player with a strong analytical spirit and a hands-on mentality, you find solutions that lead to sustainable customer satisfaction and commercial objectives.
- You are sociable and a good communicator in English, preferably with a good knowledge of Dutch and French.
- With your flexible attitude you are able to adapt to changing needs and you are willing to travel (during 2-3 days, average 6 days/month).

Offer

- A varied commercial position in an international environment with respect for the individual.
- A challenging role within an enthusiastic team where you will receive the necessary training and support, but where you also will have the freedom to apply your commercial, organizational and technical skills to their fullest.
- A competitive salary package suiting your position.

Contact

Please send your application to Hudson, attn. Sarah Scheerlinck, Moutstraat 56, 9000 Ghent, tel + 32 9 242 52 23, email sarah.scheerlinck@jobs.hudson.com. Do not forget to mention BE772247. Replies will be dealt with swiftly and in strictest confidence.

Honda Access Europe nv is dedicated to the principle of creating equal opportunities within the workplace for all associates, agency workers, contractors, job applicants and visitors. Central to this is Honda's commitment to being a fair, discrimination free company that accepts the uniqueness and differences of people around the world and adheres to the principle that all people are created equal. This commitment comes directly from the Honda Philosophy and belief that we all work together for a common purpose. Honda recruits, hires, trains and promotes into all levels the most qualified individuals without regard to race, colour, origin, religion, gender, sexual orientation, age, disability or any other protected characteristic.