



Since its inception in the Spring of 2003, Harley-Davidson Switzerland has made significant strides in the Swiss market. The small management team, together with its network of dedicated dealers throughout Switzerland, have improved marketing structures and services to their customers and made substantial advances in market share. To the envy of its competitors, ownership of Harley-Davidson motorcycles has continuously grown in Switzerland, bucking economic trends and outperforming the competition year by year. To support further sustainable growth, we are now looking for a younger, ambitious business professional as their future

Dealer Development Manager

Give your career a boost!

The position: In this dynamic and varied function you are the focal point for all activities concerning Harley-Davidson's dealer network in Switzerland. In conjunction with the European strategy, you create and implement the strategic network and dealer development plans aimed at improving overall network performance. Your tasks include network analysis and planning, leading operational dealer development/business improvement initiatives, dealer contract management, managing the appointment, relocation or refurbishing of dealerships, leading and managing commercial training, and many more. You interact closely with various counterparts at the European management level as well as with your colleagues in the Swiss organisation. This position reports directly to the General Manager for Switzerland.

Your profile: We are looking for a younger (ca. 33–38), ambitious and talented individual with a business degree, ideally at university level, and a good understanding of business financials. You have several years of management experience in the marketing or retail environment or in a related business consulting field. Ideally, you have already past experience in the management of a dealer network. You have proven project management skills and are at ease with market analysis techniques. You have also outstanding communication skills, flexibility and a personal presence that allows you to credibly interact with individuals at all levels of hierarchy. Besides flawless mastery of German, you are fluent in English and ideally also in French, both written and orally.

The offer: Here is an opportunity for a bright young business professional to assume a leadership role for an important facet of Harley-Davidson's business strategy, the active management of its dealership network. Here you can fully deploy your operational business and management skills with one of the world's iconic brands, preparing you for future career steps in marketing or other fields of management. Here you are expected to work fairly autonomously, embedded in a team of highly dedicated and motivated colleagues, both at the national and the European level.

If you are inspired by this challenge, send your application (motivation letter and CV) in English to 1218@conceptjobs.ch. We are looking forward to hearing from you!