



## Harley-Davidson is growing in Austria!

As part of a global strategy to get closer to their markets, and to better serve and support local dealership networks and clients, Harley-Davidson are expanding their management team in Austria and establish a management office in Vienna. To complement that small management team, we are looking for a dynamic business professional as their

# Dealer Development Manager

## Join us to grow the Austrian market!

**The position:** As DDM, you will lead the overall network development in Austria in order to provide customers and prospects with the best possible brand experience and to maximise retail performance for Harley-Davidson motorcycles, parts and accessories, motor clothes and merchandise. You will be in charge of dealer prospecting, appointment and/or relocation, facility upgrade and training procedures. You will lead the network giving impulses and monitoring compliance with respect to corporate identity, brand representation (retail environment) as well as implementation and maintenance of minimum standards. You will also support the dealer business planning process and use your business experience to help continuously improving dealers business activities, performance and customer satisfaction. You will work closely with your colleagues in Austria, in the rest of Europe and in the U.S. Travel in the field and internationally will be approximately 60%.

**Your profile:** We are looking for a dynamic professional with a business degree, excellent management skills and at least three years of proven experience in premium brand network management at Manager or Asst. Manager level. You are at ease with Key Performance Indicators, P&L and balance sheets, and you understand the impact of business development measures and costs on the performance of a business. You have a good understanding of Marketing/Merchandising issues as well as Business and Contract Law, Distribution and Human Resources. You are an experienced project manager with strong communication, interpersonal and negotiation skills. You are pugnacious, persuasive and diplomatic at the same time. Fluency in business-level English and German, both written and spoken, is a must. Although you work with a great deal of autonomy, you have a team spirit and work hand-in-hand with your colleagues. You have an affinity for our brand and, ideally, you ride a motorcycle.

**The offer:** Here is the chance for a highly mobile and dynamic management talent to apply his or her business savvy to improve dealer network performance and achieve a yet higher market share in Austria. This is a job for professionals who thrive on a very varied, multitasking challenge, where you roll up your sleeves to get into the middle of things. Here you work with individuals from many different cultures and walks of life, all sharing the passion for motorcycles and the dedication for the advancement of the brand. Here you have the opportunity to work autonomously, but still be part of a small team of highly dedicated professionals. A solid salary and bonus package awards you for your effort and superior performance.

If this position excites you, please send your application (motivation letter and CV) in **English** electronically to [1163@conceptjobs.ch](mailto:1163@conceptjobs.ch). We are looking forward to your application!