

# JOB ANNOUNCEMENT

**DATE:** Feb 26th, 2025  
**POSITION:** Sales Representative / Brand Promoter Czech Republic Slovakia  
(f/m/d) Fulltime, unlimited, asap  
**DEPARTMENT:** Sales (Aftermarket)

## JOB DESCRIPTION:

- In this position you are responsible for developing and implementing comprehensive sales strategy for the assigned central European markets to achieve sales targets and meet revenue goals
- You monitor market trends, competition activities, customers preferences and adjust your strategy accordingly.
- You build and maintain strong relationships with IAM market players (HQ, branch and garage chains)
- Your sales targets will be tracked on monthly, quarterly and annual basis
- You keep yourself updated on industry knowledge
- Managing sales budget for your area of responsibility including incentive, promotions and expenses will also be part of this position.
- You provide adequate FCSTs and reports to your line managers (Head of Sales and General Manager)
- You collaborate closely with our Marketing department in order to deploy local marketing strategies and regional strategy map pillars
- Travelling within the assigned region, customer visits and attending trade shows and events is also a vital part of your role.

## JOB REQUIREMENTS:

- You are holding a bachelor's degree or a technical school diploma and have worked a minimum of three years of sales and product development/brand promoting
- You have gained previous experiences in a customer-facing role, preferably in a similar industry. This could include working as an IAM Aftermarket Distributor sales representative.
- You should be able to demonstrate excellent communication skills, problem-solving abilities, and the capacity to handle diverse customer inquiries and complaints
- Budget awareness and the ability to anticipate market reactions is also important to this role
- Knowledge of the automotive industry is relevant
- Creating local sales&marketing strategies and plans
- Fluent communication skills in English, Czech and/or Slovak

