

# BUGATTI

## DEALER NETWORK DEVELOPMENT SPECIALIST (M/F/D) — BG-V/DN



**Contract:** Permanent

**Location:** Molsheim, France

**Travel:** Frequent

### REQUIREMENTS

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- Bachelor's degree in economics (with a focus on sales or marketing) or equivalent
- Minimum 3 years of experience in dealer network management, ideally in the automotive sector

### SKILLS

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- Dealer management skills
- Experience in an international and interdisciplinary environment
- Multi-project management skills
- Fluency in English, French and German are advantageous
- Proficient intercultural and communication skills
- Analytical skills and ability to find solutions
- Team spirit, flexibility

### TASKS

Contribute to the overall network strategy

- Conduct market research to monitor and evaluate current markets and prepare for entry into white-spot markets along future product strategy
- Align internally on market requirements and developments (homologation, after-sales, legal)
- Prepare and align internally on actual and long term strategic planning for the structure and implementation of the future network

Contribute to the management of partner performance and standards

- Lead the global CI/CD showroom roll-out and development of new retail formats along the brand and product strategy
- Develop and implement a sales incentive program for partners, including monitoring and monthly evaluation of KPIs for reporting
- Lead, coordinate, and participate in partner trainings and meetings
- Implement, refine and define new brand standards for dealers
- Manage partner audits (auditor management, communication with dealers, definition of corrective measures, follow-up, and development of new audit methods)

Improve the infrastructure of the dealer IT systems

- Enable and ensure online ordering of dealer business equipment, including supplier management as well as development of range of products offered
- Monitor and update the content and functionality of partner websites
- Ensure the deployment, training, and effective use of the car configurator throughout the network

Apply with your CV and your cover letter stating the above position to [recruiting@bugatti.com](mailto:recruiting@bugatti.com)