

# Senior Business Development Manager - European Dealers and Dealer Groups

## ROLE OVERVIEW:

The Senior Business Development Manager for European Dealers and Dealer groups will be responsible for developing new business across Europe by defining business development targets and leading and supporting regional teams in the effort to identify, approach, create tailored business propositions and close deals.

## KEY RESPONSIBILITIES:

- Developing new business for LKQ Europe with European Dealers and Dealer groups in the automotive market
- Developing and deepening the relationship with European Dealers and Dealer groups with the goal to create new business and grow any existing business
- Encouraging Dealers to join the LKQ workshop concept network and become a strong player in LKQ Europe's fleet business
- Being fully responsible and accountable for new business development with European Dealers and Dealer groups in the automotive market
- Defining and committing to targets for regions and countries
- Coordinating the orchestra of all functions across all regions/countries to create value for the customer and achieve the targets set
- Negotiating contracts with European Dealers and Dealer groups at European level/multi-country level and guiding KAMs in the regions/countries with local contract negotiations
- Acting as primary interface to European Dealers and Dealer groups in the automotive market
- Leading and supporting regional teams in the effort to identify, approach, create tailored business propositions and close deals with European Dealers and Dealer groups
- Guiding Sales and Account Managers in the regions/countries to consistently achieve the new business development and sales targets set
- Defining and implementing Pan-European standards, objectives and KPIs including Business Rules Management (BRM) and Service Levels (SL) for the accounts assigned to
- Embedding and embracing LKQ Europe's cultures and values as we move towards one company with shared visions and goals.

## KEY DETAILS:

**Permanent/Interim:** Permanent

**Location:** Germany, Benelux or UK

**Reporting to:** European Senior Manager  
Key Account Management

## KEY STAKEHOLDERS:

- European and Regional Customer Channel & Sales Excellence Lead
- European and Regional Channel Management and KAM/Sales teams
- Pricing
- Marketing
- Product Management
- Finance
- Logistics
- Strategy & Innovation.

## KEY AND DESIRED SKILLS:

- Significant experience, and a successful and consistent track record, in business development of B2B sales across regions/countries, ideally in automotive with OEMs or Tier1s
- Understanding of new OEMs entering the European market
- Deep understanding of the automotive electric vehicle (EV) market, OEM landscapes, trends, drivers and resulting opportunities for the aftermarket
- Strong customer focus and excellent networking skills
- Existing network in OEM/automotive industries is a plus
- Experience and ability to work and perform in a matrix organization and to excel in a dynamic environment
- Proven record of achieving sustainable profitable growth with new accounts
- Strong customer mindset and ability to develop deep relationships/partnerships with customers and Stakeholders
- Significant large account management experience
- Experience in Pan-European contract negotiations, tenders etc.
- Strong influencing and convincing skills
- Ability to influence matrix reports and other region/country Stakeholders
- Experience in coordinating cross functional activities
- Ability to connect and interact with the customer at all levels from management to operations.
- Ability to converse fluent in English and German - other European languages are a plus.