



Data Consultant

Why would you like to work for WESP bv?

WESP BV is a young and ambitious Dutch company with a unique position in the automotive industry. With its roots and HQ in the beautiful city of 's-Hertogenbosch, WESP conquers the European market with unique business intelligence tools and an enthusiastic team of more than 25 professionals. WESP is characterized by a flat organization with an open and driven culture. Creating value for its customers is central to everyone within the organization. To further boost its continuous growth, WESP is now looking for an experienced Data Consultant with experience in the European Automotive Independent Aftermarket (IAM).

What does WESP bv do?

At WESP, we believe in data-driven decision-making. To achieve this, WESP has developed unique business intelligence tools to collect, clean, standardize, and enrich retail market data for the automotive aftermarket. Our software applications transform heterogeneous workshop data into harmonized market information in line with industry standards, providing business insights, benchmarks, and data-driven decision-making.

Through a network of over 2300 European workshops, WESP continuously collects after-sales market data. We receive repair information from workshops every week, encompassing parts information from more than 50 million invoices.

WESP's data-driven dashboards, data deliveries, and APIs offer support to garages, wholesalers, and parts manufacturers in their daily operations, enabling them to continually improve their performance.

Are you our Data Consultant? If you meet the following job description you might!

We are seeking a data analytical and customer oriented Data Consultant with experience in the European Automotive Independent Aftermarket (IAM). In this role, you will assist customers in maximizing the use of our data solution products by effectively managing, analyzing, and visualizing data. You are able to translate data into insights to help the customer make fact-based driven decisions. Additionally, you will be responsible for data preparation, implementing customer projects, and managing internal and external stakeholders.

The ideal candidate is a customer oriented professional with deep understanding of various analyses around sales and product management topics, and possesses a minimum of 3 years of experience in the IAM within the aftermarket parts business or a specialized data supplier in this market. Customers are, among others, OEM- and Aftermarket parts manufacturers, distributors and wholesale – and retail organizations.

Responsibilities

- Closely work with account management. Where necessary, you visit customers and prospects together.
- Collaborate with internal stakeholders, including development, sales, and customer support, to ensure alignment with customer requirements and product goals.
- Lead implementation projects, including planning, execution, monitoring, and successful delivery.
- Act as an expert for (potential) customers, providing analytical guidance and data driven solutions to improve the decision making process for topics around product management, inventory and price optimization, and product development.
- Build and maintain strong customer relationships based on trust and professionalism.
- Deliver engaging and informative presentations to clients, showcasing our Data Solutions and effectively addressing their requirements.
- Utilize advanced data analysis techniques to derive actionable insights from complex data sets.

To achieve all of the above, you will closely work together with our sales professionals. You report to the Head of Data Solutions.

Qualifications

- Solid understanding of IAM cataloguing principles (product groups, article numbers and car identification).
- Experience with data analysis/reporting associated with sales, market intelligence, and product management disciplines (e.g. sales benchmarks, portfolio analysis, market share, pricing)
- Exceptional communication and presentation skills, with the ability to effectively engage and collaborate with customers and internal stakeholders.
- Ability to thrive in a dynamic, collaborative environment, working independently and as part of a team to achieve common goals.
- Fluency in English
- Advanced Excel skills

Additional Information

- WESP is an inclusive organization that welcomes individuals from all backgrounds and cultures to be a part of our success. We believe in diversity and inclusion and encourage applications from candidates of diverse backgrounds.

If you are the person we are looking for and meet the qualifications outlined above, we invite you to apply for this challenging position. You can contact Jacco Aartsen Tuijn (06-23692082) for further information or to submit your application to: jacco@aartsentuijn.nl.