



## Senior Account Manager Data Solutions

### 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 sales professional with full focus on new business. A sales animal at heart.

### 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 Senior Account Manager Data Solutions? If you meet the following job description you might!

We are seeking a driven and results-oriented Senior Account Manager Data Solutions for the European Automotive Parts industry. In this role, you will be responsible for generating leads, organizing introductory meetings, and delivering effective sales pitches to present our Data Solutions to customers in the automotive aftermarket. You are a true sales professional with excellent sales skills. You are always looking for added value for our customers and have a strong believe that the only way to find and develop your customers' needs is by asking a lot of questions and listen actively. Curiosity is second nature. We are not looking for a walking brochure, but for the sales professional who wants to help making the business of the customer even better. You possess a minimum of 5 years of experience in IAM within the aftermarket parts business or a specialised data supplier in this market, and preferably have an international network within this sector. Customers are, among others, OEM- and Aftermarket parts manufacturers, distributors and wholesale – and retail organisations.

## Responsibilities

- Lead Generation: Actively seek new potential customers and generate high-quality leads within the Independent Aftermarket (IAM).
- Identifying customer needs and selling added value.
- Presenting our solutions, based on the needs of the customer and therefor helping the customer to convince himself.
- Follow-up and Closure: Carefully manage leads and the sales cycle, from initial contact to final closure of the contract. You are not afraid to ask for the order.
- Networking: Maintain and expand a relevant international network within the Automotive Parts industry.
- Customer Relationships: Build and maintain strong customer relationships based on trust and professionalism.

To achieve all of the above, you will closely work together with our product and implementations specialists as well as other colleagues who will help your customer after the sale. You report to the Head of Data Solutions.

## Qualifications

- Minimum of 5 years of experience in the Independent Aftermarket (IAM) within the Automotive Parts industry.
- Proven success in lead generation and closing sales deals.
- Excellent communication and presentation skills.
- Persistence and a systematic approach to sales.
- Strong networker and direct communicator who is proactively maintaining- and extending networks in different market segments.
- Ability to handle rejection professionally and maintain a focus on success.
- Familiar with TecDoc, HaynesPro, Eucon, DVSE, and other relevant data suppliers in the IAM sector.
- Fluent in English is required. Proficiency in German and French is considered an advantage.
- An international network within the aftermarket parts industry is a huge advantage.

## Additional Information

- Bonus and car allowance are part of the compensation package.
- 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](mailto:jacco@aartsentuijn.nl).