

Automotive Consultant Dutch Market

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 Automotive Consultant.

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 Automotive Consultant? If you meet the following job description you might!

As an automotive consultant at WESP, you will work quite independently. You will visit workshops in the Netherlands that have a subscription with WESP. It is your responsibility to help the workshops improve their business performance. You do this by using the WESP dashboards and the information you get from them. You give advice on how to improve processes. It is your job to coach the owner and employees to set up the after-sales process in the best possible way. You analyze and give tips. You are the external advisor who, based on facts and figures, helps the entrepreneur to make the business even healthier.

Responsibilities

- You will independently visit the garages linked to you.
- You analyze the data from the WESP dashboards and base your advice to customers on this.
- You coach the customers, so that they also get the most out of the WESP solutions.
- You are constantly focused on improving processes at your customers.
- You answer questions from customers about the optimal use of the dashboards.
- You organize information meetings and presentations for mechanics.
- You are the helping hand, so that your customers can do even more and better business.
- Of course, you work together with the internal organization, so that the WESP solutions continue to meet the wishes of our customers.
- You have the flexibility to occasionally give presentations or workshops for customers in the evening.

Qualifications

- It is important to have some basic technical knowledge of cars to be able to speak the language of the industry.
- Knowledge of important processes in a workshop is an absolute benefit. Think of work order preparation, planning, invoicing etcetera.
- The understanding of how to run a business, so that you can empathize with the entrepreneur.
- Knowledge of the playing field of the aftersales market.
- You are pro-active, flexible and have a commercial mindset.
- You are able to work independently, of course with corresponding responsibilities.
- You are honest and reliable.
- You are analytically strong.
- Preferably, you have knowledge of and experience with workshop processes.
- You love to solve problems.
- You have knowledge of MS Office applications.

What we offer

- Full-employment contract or B2B contract
- A competitive salary based on your knowledge and experience
- Company car, phone, and laptop
- The chance to make a real difference for WESP and its customers
- Working for a leading Business Intelligence company in the automotive sector



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 (+316-23692082) for further information or to submit your application to: jacco@aartsentuijn.nl.