

Working at WESP

Data Consultant | Automotive Aftermarket
Business Intelligence

Why work at WESP?

WESP is a young, ambitious Dutch company with a unique position in the automotive industry. From its headquarters in 's-Hertogenbosch, the Netherlands, WESP is growing rapidly across the European market with unique business intelligence tools and an enthusiastic team of more than 40 colleagues. We have a flat structure, an open culture, and a shared focus on creating value for our customers. To support our continuous growth, WESP is looking for a Data Consultant to strengthen our European data solutions team.

What does WESP do?

At WESP, we believe in data-driven decision making. We collect, clean, standardise and enrich retail market data for the automotive aftermarket, turning raw workshop data into harmonised market intelligence in line with industry standards.

Through a network of more than 3,500 workshops across Europe, we gather aftersales data based on parts information from over 50 million invoices. Using the Workshop Performance Dashboard and related tools, our consultants work directly with workshop owners to provide insight in performance improvements – backed by facts and figures from their own data, benchmarked against the market. Wholesalers and parts manufacturers rely on the same harmonised data to support their day-to-day operational processes and make well-informed strategic decisions.

Are you our Data Consultant?

We are looking for a data-analytical and customer-oriented Data Consultant with a background in automotive. In this role, you will assist clients in maximizing the use of our data solutions through effectively managing, analysing, and visualising data. You are able to translate data into insights that help clients make fact-based decisions. In addition, you will be responsible for implementing client projects, and managing internal and external stakeholders.

The ideal candidate is a customer-focused professional with in-depth knowledge of various analyses related to sales and product management. Clients include OEM and aftermarket parts manufacturers, distributors, and wholesale and retail organisations.



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Your responsibilities

- Work closely with account management, visiting (potential) clients together where necessary.
- Support customers in implementing and embedding our data solutions into their systems and processes, converting projects into long-term subscriptions
- 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.
- You act as an expert for (potential) clients, providing analytical guidance and data-driven solutions to improve decision-making on topics such as product management, inventory and pricing optimisation, and product development.
- Build and maintain strong client relationships based on trust and professionalism.
- Deliver engaging and informative presentations to clients, showcasing our data solutions and effectively addressing their needs.

To achieve all of the above, you will work closely with our sales professionals. You will report to the Commercial Director.

Your qualifications

- A good understanding of IAM cataloguing principles is a plus (product groups, part numbers, and vehicle identification).
- Knowledge of data analysis/reporting related to sales, market intelligence, and product management disciplines (e.g., sales benchmarks, portfolio analysis, market share, pricing).
- Excellent communication and presentation skills, and the ability to collaborate effectively with clients and internal stakeholders.
- The ability to thrive in a dynamic, collaborative environment, working both independently and as part of a team to achieve shared goals.
- Fluent in English; other languages are a plus.
- Advanced Excel skills.

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What we offer

- An employment contract.
- A competitive salary, in line with your knowledge and experience.
- Phone allowance and laptop.
- The opportunity to truly make a difference for WESP and its customers
- A role at the forefront of data-driven innovation in the automotive aftermarket industry.

Additional information

WESP is an inclusive organisation that welcomes people of all backgrounds and cultures to be part of our success. We believe in diversity and inclusion and encourage candidates from all backgrounds to apply.

Does this sound like you? We would love to hear from you. Please send your motivation, or any questions, to Jeroen Koopman via Jeroen.Koopman@mywesp.com.

