Working at **WESP**

Consultant Automotive Aftermarket | France

Why work at WESP?

WESP is a young, ambitious Dutch company with a unique position in the automotive industry. From 's-Hertogenbosch, WESP is growing fast 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 growth in France, we are looking for a France-based Consultant Automotive Aftermarket.

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 Consultant?

As a Consultant, you'll build close working relationships with the workshops affiliated with WESP in your region, becoming a trusted advisor rather than an occasional visitor. You'll turn their own data into a clear picture of where the business stands and where opportunities are for growth and improvement. Growing the network is part of the job too: you'll visit workshops that haven't yet signed up with WESP and bring them onboard.

Your responsibilities

- Actively finding and approaching potential workshops and carrying out joint field days with Roll-out partners.
- Selling initial analyses to workshops and closing subscriptions following the first analysis.
- Frequently carrying out analysis meetings with affiliated workshops and recording these correctly in our CRM.
- Monitoring the quality and up-to-dateness of the data of your workshop customers.
- Identifying areas for improvement and putting forward proposals for improving and/or developing dashboards and reports.
- Delivering upsell: selling Predictive Maintenance (PRM) and WESPmail to existing customers.
- Maintaining short lines of communication with the Country manager and escalating issues in a timely manner.

WESP

Working at **WESP**

Consultant Automotive Aftermarket | France

Your qualifications

- You are fluent in French & English.
- Experience in aftersales, as well as knowledge of the (independent) aftersales market and the key processes within a workshop.
- You understand how a business is run, allowing you to put yourself in the entrepreneur's shoes.
- A commercial mindset and genuine interest in how businesses operate.
- Strong analytical skills (problem analysis) and a natural problem solver.
- Results-driven, performance-motivated and persistent: you take targeted action to achieve or exceed goals, even in the face of setbacks.
- Strong at networking and negotiating: you build and maintain relationships and achieve optimal outcomes in conversations involving different interests.
- You are independent, comfortable with the responsibility that comes with it, and hold a driving licence.

What we offer

- An employment contract or self-employed (B2B) collaboration.
- A market-conform salary, in line with your knowledge and experience.
- 25 days annual leave + bank holidays.
- Company car, phone allowance and laptop.
- The chance to genuinely 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 become 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 application, or any questions, to **benedict.beeker@mywesp.com**

WESP