

Pan - Europe Business Specialist (m/w/d) (Hankook Tire Europe)

Hankook Tire manufactures globally innovative, award-winning radial tires of proven superior quality for passenger cars, light trucks, SUVs, RVs, trucks, and buses as well as motorsports (circuit racing/rallies). Hankook Tire's European Headquarters is located in Neu-Isenburg near Frankfurt am Main in Germany. The manufacturer operates further branches in Czech Republic, France, Germany, Hungary, Italy, the Netherlands, Poland, Russia, Spain, Sweden, Turkey, UK, and Ukraine. Hankook products are sold directly through regional distributors in other local markets. Hankook Tire employs approximately 20,000 people worldwide and is selling its products in over 180 countries. Internationally leading car manufacturers rely on tires made by Hankook for their original equipment. Approximately 30 percent of the company's global sales are generated within the European and CIS-Region. Hankook Tire has been represented in the renowned Dow Jones Sustainability Index World (DJSI World) since 2016.

Hankook Tire Europe GmbH is searching for Pan-European Business Specialist (m/w/d)

Your Tasks

- Support the extension of business opportunities in Europe by assisting in the discovery and development of new key accounts, channels, and sub-markets.
- Assist in developing marketing strategies regarding channels and product lines for Pan-European business.
- Take charge of key accounts of Pan-European businesses, including marketing planning, pricing, and sales coordination.
- Conduct market research to identify trends, customer needs, and competitive landscape within Europe.
- Contribute to building and maintaining strong relationships with existing and potential clients across Europe to ensure customer satisfaction and loyalty.
- Monitor and analyze sales performance data to provide insights for informed business decisions and strategy adjustments.
- Prepare and present business reports, forecasts, and performance metrics to senior management.
- Ensure compliance with all regulatory requirements and industry standards in the European market.
- Identify and mitigate risks associated with market entry and expansion in Europe.

Your Profile:

- Bachelor's degree in a related field.
- 3+ years of experience in sales or marketing within the tire industry or other related industries.
- Fluent in English (written and spoken) with strong communication and negotiation skills.
- Solid understanding of the tire/automotive or related industry, with proficiency in data analysis and problem-solving.
- Ability to prioritize tasks, plan effectively, and work under pressure.

We Offer:

- Become a valued member of our motivated, diverse team
- Enjoy flexible working hours and 30 days of annual leave
- Access comprehensive in-house and external training opportunities
- Receive a daily food voucher for every workday
- Take advantage of significant discounts on Hankook products
- Participate in regular team lunches in a relaxed atmosphere

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Additional information

Location	Neu-Isenburg
Position type	Full-time employee
Start of work	Jul 11, 2024

Responsible

HR Recruiting