JOB POSTING

Way of Life!

Suzuki Motor of America, Inc. (SMAI), a dynamic and progressive company, delivers quality performance and innovation. We are a leading global distributor for Motorcycle, ATV, Scooters and Outboard Engines. With 50 years in the United States, we are a company of enthusiasts who are passionate about our product and our future. Join us!

DISTRICT SALES MANAGER, MOTORCYCLE DIVISION

Suzuki has openings for District Sales Managers in its Motorcycle Division. Open Districts are:

- District 12 – No. California, Nevada
- District 26 – Indiana, Kentucky, Ohio

POSITION SUMMARY

Under the direction of the Regional Sales Manager, incumbent is responsible for the overall retail sales, wholesale sales, accessory sales, coordination of dealer advertising, sales promotions and merchandising efforts within his district, as well as development of the dealer network.

MINIMUM QUALIFICATIONS

- Two to three years outside sales experience, with emphasis in retail sales in a motorcycle or related industry.
- Background in retail finance and dealer support/development a definite plus.
- Extensive travel required.
- Four-year college degree in business preferred or five or more years working in a wholesale dealer network environment.
- Sales management training, retail sales management, and F&I training helpful.
- Excellent selling, organizational skills and computer skills required, along with effective written, verbal communication and presentation skills.
- Knowledge of and ability to ride Motorcycle and ATV products.

Suzuki Motor of America, Inc. is an Equal Opportunity Employer, M/F/D/V

If you are a qualified individual with a disability or a disabled veteran, you have the right to request an accommodation if you are unable or limited in your ability to use or access our career center as a result of your disability. To request an accommodation, contact a Human Resources Representative at resume@suz.com.

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Marine Accessory Specialist

The Marine Accessory Specialist will function within the Parts & Accessories Sales Department to administer all Marine Accessories, including sourcing, purchasing, inventory control, packaging, sales and marketing activities and new product development. Attend trade shows and events, research competitors' products and programs to maintain a competitive market position. Provide sales and technical support relative to Marine Accessories to suppliers, field and internal parts and internal sales and service staff. Responsible for the processing and coordination of the export of Marine Accessories.

Primary Duties and Responsibilities

1. Develop sales plan and implement strategies to achieve department sales plans. Responsibilities include development and implementation of marketing materials including an annual Marine accessory catalog and other promotional materials. Develop and administer sales promotions and programs for dealer use. Coordinate the processing of export orders to SMC and other Suzuki Distributors to support the sales objectives.

2. Perform the functions for the inventory control of marine accessories including the ordering to maintain inventory levels to support the sales plans, promotional activities, export demand and new model introductions. Complete the maintenance of parts master records for existing part numbers and the setup of new part numbers. Control inventory levels within the established fill rate and months' supply objectives.

3. Research and develop new marine accessories according to SMC requirements, market trends, competitors' offerings and customer needs. Communicate with Marine sales and service staff on accessories development. Coordinate all development and supply issues with the suppliers and SMC staff. Investigate and resolve any quality control issues with suppliers.

4. Provide product information regarding accessories applications, installations, and other technical information to SMAI staff, both internal and external, in support of the sales, supply and distribution of marine accessories. Prepare all communications regarding marine accessories for intercompany use and communication to supplier and dealers.

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MINIMUM QUALIFICATIONS

WORK EXPERIENCE:

Minimum of three years of experience in the Marine industry or related business environment in sales and marketing. Experience with publications design and production, marine product development, purchasing and inventory control required. Knowledge of the wholesale marine business preferred. Experience with the operation of marine products beneficial.

ACADEMIC/TRAINING:

A four-year degree or its equivalent with emphasis in Business Administration or Marketing. Mechanical knowledge/training on marine engines and accessories preferred.

SKILLS:

Strong written and oral communications skills. Knowledge of sales management, marketing, inventory control, publication design for marine applications. Excellent computer skills for all Office software and publications software required. Experience with AS400 mainframe computer helpful.

PHYSICAL REQUIREMENTS:

Must possess mobility to work in a standard office setting and to use standard office equipment, including a computer, and to attend meetings at various sites within and away from the City; strength to lift and carry materials weighing up to 20 pounds; ability to read printed materials and a computer screen; and hearing and speech to communicate in person and over the telephone.

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If you are a qualified individual with a disability or a disabled veteran, you have the right to request an accommodation if you are unable or limited in your ability to use or access our career center as a result of your disability. To request an accommodation, contact a Human Resources Representative at resume@suz.com.