

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 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.

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!

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.

JOB POSTING



Way of Life!

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.

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.

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!

Technical Service Manager – Motorcycle Division (Indiana, Michigan, Ohio, Western Pennsylvania)

Position Summary: Improve retail customer satisfaction with Suzuki products. Meet with Suzuki dealers and provide training to ensure the dealers can provide prompt, professional and courteous service to Suzuki owners. Provide technical assistance to dealers for difficult technical questions. Protect the company's interests by controlling expenses and making proper and fair decisions for warranty and goodwill repairs. Extensive overnight field travel over a large geographic territory is required.

MINIMUM QUALIFICATIONS

WORK EXPERIENCE:

Minimum 5 years experience as technician/service management at a dealership. Suzuki technical knowledge is preferable.

ACADEMIC/TRAINING:

High school diploma required. Post-secondary education with emphasis on Motorcycle Technology and Business Management is advantageous. Major manufacturer's formal training/certification highly desirable. Must possess a valid driver's license with motorcycle endorsement and maintain a clean driving record.

SKILLS:

A very strong technical background is essential. Must be an excellent communicator and possess superior organizational skills. Must be able to work and function well without supervision. Licensed and proficient in the operation of motorcycles and ATV's. Some PC knowledge is required with experience in database, spreadsheet and word-processing software. Must be able to proficiently ride both on-road and off-road motorcycles as well as all-terrain vehicles.

PHYSICAL REQUIREMENTS:

Must possess mobility to work in a standard office setting and to use standard office equipment, including a computer and telephone. Mobility to attend meetings at various sites within and away

JOB POSTING



Way of Life!

from the employee's home office. Average time spent at a desk or in office setting is approximately 6 hours per day. Must possess the mobility to drive an automobile or light truck for up to a maximum of 500 miles in a day or 8 hours per day. Must possess strength to lift and carry materials weighing up to 50 pounds; and to right, move and/or ride a motorcycle or ATV weighing up to 600 pounds. Must possess vision to read printed materials and a computer screen; Must possess hearing and speech to communicate in person and over the telephone.

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.

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 – Marine Boat Builders

Suzuki is seeking a District Sales Manager – Marine Boat Builders to cover the Eastern United States. This position is responsible for the management of the assigned district using consultative selling skills to assist builders within the district to achieve assigned wholesale sales and inventory level goals. Maintain accurate records on district activity and communicate builder and market conditions to executive management through written and verbal reports. Maintain builder compliance with company policies through consistent communication with the builders and Home Office.

Primary Duties and Responsibilities

1. Communicate sales programs, market conditions and competitive advantages to each Boat Builder in order to obtain increased sales and attain sales goals. Conduct sales and product training with boat builder employees to increase their knowledge of Suzuki marine product line. Assist with the control of inventory and analyze sales information to release the product in a timely manner to effect maximum sales and inventory turn.
2. Assist with the creative development of advertising programs as well as getting maximum participation in company created promotions. Counsel builders in the proper use of established CO-OP programs to enhance the quality and quantity of builder advertising. Assist the builders with CO-OP policies and procedures for processing CO-OP claims.
3. Motivate the builders to participate in boat shows or other events to maximize the exposure of Suzuki product in the district. Conduct sales and product training with builder principal and employees to increase their knowledge of the Suzuki Marine product line and the most effective methods to sell to dealers and the retail customer. Assist with set-up and selling at major boat shows, Builder and Suzuki dealer meetings, and other promotional functions throughout the U.S.
4. Maintain a consistent contact system with all boat builders, prospects and Home Office personnel with the use of in person contact, phone contact and computer. Through a consistent communications interface with boat builders to solve problems that could negatively affect sales performance. Maintain a positive helpful objective attitude keeping within the policies and good business relations. Communicate Boat builder, competition and market conditions to the Marine

JOB POSTING



Way of Life!

Marketing Director as well as any special reports that may be necessary to help management with the creation of programs and plans. Assist with feedback in order to analyze each program (as requested).

5. Administer all policies as outlined in the PREP+ builder agreement as well as the PREP+ Dealer agreements. Assist the Credit Department in the collection of any outstanding accounts and report any activity that may result in a financial loss to the company.
6. Timely submission of weekly and monthly reports.

MINIMUM QUALIFICATIONS

WORK EXPERIENCE:

Minimum 3 years as a field sales person, district manager and/or equivalent retail management experience in the Marine or related industry. Must have good interpersonal selling skills and a working knowledge of advertising, sales and promotions. Possessing the ability to understand and counsel on wholesale financial profit and loss management is a plus. Must be willing to travel away from home overnight a minimum of 60%, including weekend boat show events or extended company functions longer than seven consecutive days. Must have a valid driver's license and driving privileges.

ACADEMIC/TRAINING:

Bachelors Degree in Business Marketing preferred. Need experience in Microsoft Windows, Outlook, Word and Excel.

SKILLS:

Excellent inter-personal, organization and presentation skills. Must be self-motivated to work hard, adhere to travel schedules and commitments with all external and internal customers.

PHYSICAL REQUIREMENTS:

Must possess mobility and stamina to travel between different states within the nation at varying climates and conditions. Must be capable of handling the demands of driving continuously up to 6 hours per day. Required to walk and remain standing up to 8 hours per day during shows and meetings. Required to lift equipment and material weighing up to 60 lbs. Capable of driving and riding water vessels. Good vision required to perform various tasks including viewing computer monitors, driving and practicing safe boating maneuvers. Required to have the ability to rig outboard motors on boats. Must be capable of working around hazardous materials and machinery.

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

District Sales Manager – Marine Boat Builders

JOB POSTING



Way of Life!

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.