



International Commercial Support Executive

(Reference: DAVSAL0#018)

Davanti Tyres is a disruptive global tyre brand which challenges established premium brands on performance, quality and value.

Teaming world leading manufacturing facilities with European-led product research, development and marketing expertise Davanti is currently distributed to more than 60 countries and continues to grow rapidly.

Davanti Tyres Ltd is a subsidiary company of Oak Tyre Holdings Ltd, one of the UK's leading suppliers to the Fast-Fit industry and an industry leader for imported exclusive tyre brands.

We are looking for an extremely driven, business-minded individual for the position of International Commercial Support Executive.

You will have the opportunity to make a real impact on the future success of Davanti Tyres. Reporting to the General Manager, the successful candidate will demonstrate a desire to work in a fast-paced, dynamic environment within an innovative and forward-thinking company. Your ability to drive the business forward will be both valued and rewarded.

This is largely an office based role (within our Newton-le-Willows head office); though you will also be required to attend trade shows and make customer visits outside of the UK with the local sales representative.

The successful candidate will demonstrate exceptional interpersonal and communication skills along with strong data analysis skills to analyse market pricing and effectively suggest pricing strategies.

Duties include:

- Working with the General Manager to develop both sell-in and sell-out pricing strategies
- Collecting price references from various different international markets and demonstrating the opportunities for the Davanti brand to customers
- Assisting trade customers in developing their B2B and B2C sell-out pricing
- Develop relationships with decision makers within customers and the sales team to collect regular data from trade customers around their sales and stock holding of the Davanti brand
- Analyse customers' stock holding and identify opportunities for missed sales due to gaps in stock holding
- General all round customer support – the successful candidate will be a team player and willing to assist in all aspects of customer development and support

- Attending trade based events in the UK and abroad to build further brand and market awareness.

Required Attributes:

- Stock data analysis skills
- Energetic and passionate about driving sales and building relationships
- Results driven
- Excellent presentation skills
- Adaptable to working in different business environments
- Ability to embrace change
- Willingness to travel (UK and abroad)
- Flexibility to react to new market opportunities
- Strong communication skills both written and verbal
- Ability to work in a team and on own initiative
- Fluent in English and at least one other foreign language

Basic Pay £27k-£28k per annum (dependent upon experience)

Bonus potential from second year of employment of £5k per annum (OTE £32k to £33k per annum (from second year of employment))