

Dealer Network Manager (m/f/d)

(11960)

Direkt placement

Welcome to spp direkt – IT & Engineering

We are currently looking for Dealer Network Manager (m/f/d), Retail Development Manager (m/f/d) or Network Strategy Lead (m/f/d) for our customer at various locations across Europe (Germany, France, Spain).

As specialists in job placement, we offer applicants attractive positions with exciting tasks in renowned companies.

Your Benefits:

- **Strategic leadership role** in **retail network expansion**
- Direct influence on **brand market presence & dealer partnerships**
- **Opportunity to build and optimize nationwide dealer networks**
- **Exposure to high-profile retail and brand activation projects**
- **Attractive executive package** with **performance incentives**
- **Career growth** in a **dynamic, international automotive environment**

Your Tasks:

- Develop and execute retail network strategies aligned with corporate plans & budgets
- Lead business negotiations with dealer groups to expand retail network regionally
- Manage end-to-end network development: identify, evaluate & appoint potential dealers
- Oversee retail store establishment & activation, ensuring compliance with V/VI standards
- Deliver timely market analysis reports to inform strategy & action plans
- Monitor & evaluate network performance, provide improvement recommendations & negotiate implementation
- Plan and execute pop-up exhibitions (venue selection, design, setup, opening, lead generation)

Your Profile:

- Bachelor's degree in marketing, business, economics, automotive or mechanical engineering
- 10+ years' experience in automotive retail networks, incl. 5+ years leading teams
- Proven track record in network construction & management
- Established resources & strong relationships with dealer groups and partners
- Strong leadership skills, with expertise in site selection, permitting & franchise standards
- Excellent planning, execution, communication & relationship-building abilities
- High stress tolerance, proactive, innovative & solution-driven mindset
- Fluency in local language (English/German/French/Spanish, etc.)
- Willingness to work in local market

Note: All terms are intended to be gender-neutral.

Kontaktdaten für Stellenanzeige

Thinking about a change? Don't worry, it stays between us!

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Subscribe to our WhatsApp channel now and never miss one of our job openings. [Click here.](#)

We look forward to receiving your application.

[Impressum](#)