

Details

Position:	Network Development Manager
Department:	Parts
Line Manager / Title:	Brian Thorpe- General Manager Parts
Functional Manager / Title:	Peter Murphy- Managing Director

Role (Main Purpose):

To be the regional manager of product management and development within the Isuzu Truck (UK) parts aftermarket. To act as the link and primary communications channel between ITUK & 3PL for product introduction and to act as the primary link between the network, the 3PL & ITUK at all levels. To identify and to assist in the implementation of programmes to improve the effectiveness of the network in building market image, part market share and overall profitability for the brand. The role will require travel within the UK as required and regular visits to Isuzu Truck (UK) head office in Hertfordshire.

Key Responsibilities & Duties:

- Arrange and manage quarterly regional review meetings involving all relevant parts outlets, this includes meeting coordination, administration and issue management and resolution.
- Continual review of Isuzu aftermarket product range to ensure scope of product matches the demands of the marketplace working with the product marketing team.
- Promote the Isuzu 'CARE' philosophy and values at all customer/ supplier sites and visits.
- Escalate parts issues within the Isuzu Truck network to the line manager of parts.
- Creation and promotion of parts products (in liaison with marketing team and other NDMs) to the AR network and to end users.
- Responsible for the pro-active identification and introduction of potential new authorised repairers working in liaison with the parts team & sales NBM's.
- Manage the production of detailed parts sales reports and other reporting to facilitate the development of customer sales and best practice management techniques within Isuzu parts outlets/authorised repairers.
- Assist in the creation and management of regional parts marketing initiatives with the objectives of parts sales growth.
- Coordination and implementation of all mandatory national campaigns with all regional dealers.
- Minimize obsolescence and excess at dealerships through regular and effective management.
- Increase dealer part sales above target through creative management such as local marketing campaigns, effective targeting against competitors etc.
- Ensure dealers meet dealer standards at their appropriate levels with improvement plans as necessary.
- Regular reviews of dealer management systems, to ensure that ITUK visibility and control is maximised at dealer level.
- Ensure that processes are in place to maximise market intelligence feedback from the network.
- Manage a timely and commercially optimum stock cleanse process at dealers.
- Ensure all dealer visits are documented and actions minuted and distributed to relevant parties.
- Be part of the process of setting commercial targets for network.
- To observe and include within routine reporting any issues around physical aftermarket dealer standards.
- Manage introduction of new product to the market, including regular communication of progress with relevant departments within 3PL or vendors.



Key Responsibilities & Duties:

Department Competence Requirements		
<u>Mandatory</u>	<u>Desirable</u>	<u>Optional</u>
Full UK driving licence. Must be capable of effectively communicating at all levels confidently and efficiently. Competent in using Microsoft package (outlook, excel)	Experience within a similar industry.	
Additional Requirements		

