



Astara Western Europe – Dealer Network Development
Manager – Based in Cologne, Germany

We are looking for a DND Manager!

Astara Western Europe NV is part of the Spanish Astara Group, an international company specializing in open mobility solutions. We are currently experiencing a period of significant change in the automotive landscape, driven by digitalization, electrification, and new forms of mobility. Astara has been actively developing its own distribution and mobility ecosystem to address today's challenges, such as promoting sustainable and energy-efficient mobility and enhancing digitalization. Our goal is to offer a wide range of mobility products and services, including traditional car ownership, subscription options, and direct-to-consumer sales through new channels. All of this is supported by an advanced digital platform that enables customer interaction at every step of their mobility journey.

In the distribution sector, Astara Western Europe serves as the importer of various car and light truck brands. Our current portfolio includes Hyundai (Belux), Suzuki (Belux), Maxus (Belux/DE), SsangYong (Benelux/DE), MG (Belux), Isuzu (Benelux/PL/DE/CZ/SLO/AUS), Silence (Belux/DE), Microlino (DE), Mitsubishi (PL) and Nissan (PL). New brands are also in the pipeline. Our mission is to provide innovative, sustainable, and accessible mobility solutions for everyone. Move, it's your right!

Astara is seeking an experienced **DND Manager** to join our Dealer Network Development team. You will be responsible for optimizing and developing our dealer network, aiming to enhance profitability, ensure compliance with standards, and achieve strategic objectives. This is an opportunity to make an impact in a dynamic and customer-focused environment, emphasizing strategic collaboration and team leadership.

Your responsibilities:

Network Strategy and Dealer Development:

- Develop and implement a data-driven network strategy that fosters synergies and efficiencies across brands.
- Manage dealer development programs, including profitability and business planning.
- Identify new partners, conduct negotiations, and draft contracts.

Dealer Relationship and Performance Management:

- Motivate dealers through bonus programs and targeted communication.
- Coach and train dealers, focusing on improving underperformance.
- Ensure dealer adoption of Astara platform solutions.

Risk, Legal, and Compliance Oversight:

- Coordinate legal dealer activities, such as contract amendments and structural adjustments.
- Organize dealer meetings and manage awards programs.

Team Leadership and Development:

- Lead a team of three colleagues, fostering a positive and inclusive work culture.
- Set clear objectives and support the professional growth of team members.

What do we expect from you?

- At least 6 years of experience in the automotive sector, preferably with a background in Sales/Aftersales.
- Strong knowledge of network management, dealer negotiations, and commercial law.
- Master's degree in Business Management (or equivalent).
- Language proficiency: Fluent in German, good English skills.
- Excellent analytical, project management, and negotiation skills.

What do we offer you?

- A versatile role in an international environment.
- Opportunities for professional growth and development.
- A supportive and collaborative work culture.