



American Suzuki, a dynamic and progressive company, delivers quality performance and innovation. We are a leading global distributor for (automotive, motorcycle, ATV and outboard engines). Suzuki is recognized worldwide for award winning four-stroke outboard technology. With 40+ 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

Suzuki is seeking a District Sales Manager – Marine to cover the states of Texas, Louisiana and Oklahoma. This position is responsible for the management of the assigned district using consultative selling skills to assist dealers to achieve assigned retail sales, wholesale sales, and inventory level goals and new dealer acquisitions. Maintain accurate records on district activity and communicate dealer and market conditions to executive management through written and verbal reports. Through consistent communication with the dealers and Home Office, maintain dealer compliance with company policies.

Primary Duties and Responsibilities

1. Communicate sales programs, market conditions and competitive advantages to each assigned dealer in order to attain assigned retail and wholesale goals. Advise dealer of desired inventory levels to create efficient inventory turns, assist with transfer of inventory. Make recommendations to improve retail sales and service operations and increase efficiency to generate profitable dealerships.
2. Assist with the creative development of advertising programs. Counsel dealers in the proper use of established CO-OP programs to enhance the quality and frequency of dealer advertising. Motivate dealers to participate in boat shows or open houses to maximize the exposure of Suzuki products. Conduct sales and product training with dealer principals and employees to increase their knowledge of the Suzuki Marine product line and instruct them on the most effective methods to sell to the retail customer.
3. Maintain effective prospect records and contact system. Obtain documents necessary to establish a new dealer or change of ownership. Provide support to obtain dealer floor plans with a financial institution.
4. Maintain a consistent contact system with all dealers, prospects and Home Office personnel with the use of in person contact, phone contact and computer to build relationships and solve problems that could negatively affect dealer sales performance.
5. Counsel all dealers to improve the inventory of genuine Suzuki parts and accessories and improve dealer profitability through stocking order programs.

6. Work with all dealers to improve their service department operations.
7. Counsel all dealers in the use of Suzuki Connect and assist with obtaining 100% dealer activation and use.
8. Administer the credit policy. Report any dealer activity that may result in a financial loss to the company. Assist all dealers in the financial management of their dealership to maintain clean credit accounts. Assist in the collection of outstanding accounts along with repossession and inspection of returned product.
9. Communicate information about all relevant competitive activity, programs and market conditions including creating any special reports as requested; provide feedback on each program.

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 and sales promotions. Possessing the ability to understand and counsel on retail financial profit and loss management is a plus. Must be willing to travel away from home overnight a minimum of 60% and 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:

Note: Candidates must reside in the District (TX, LA or OK – Texas preferred). Must possess mobility and stamina to travel between different states within assigned district 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.

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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.



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District Sales Manager - Motorcycle Sales Department – (Southern California)

This position will be based in Southern California

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.

American Suzuki offers an attractive compensation/ benefits package; such as, an excellent medical plan, vacation, 401K plan, vision, dental, education assistance, and a wide variety of additional benefits and programs. No relocation assistance provided.

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District Operations Manager (Auto) – Southern Region (Texas)

Position Summary:

Manage the dealer activity within a specified territory through daily interaction with Suzuki dealers and dealership personnel. Act as a consultant with the dealers to increase dealer commitment to the Suzuki franchise and implement strategies to maximize the retail and wholesale of Suzuki products. Advise regional and national staff of ongoing activities, inquire or problems within the district. Inform regional management of competitive activities within the district. Manage the implementation of ASMC sponsored programs within the district to achieve assigned goals and objectives. Present front-line representation of corporate goals, policies and procedures to enhance the dealer body, market penetration and brand image of Suzuki. Assist Suzuki dealers in all areas of their service and parts operations, to include CSI, accessory sales, service business and technical training, and warranty administration.

Minimum Qualifications:

- Minimum of two years experience with an Automotive Manufacturer/Distributor with direct experience in a wholesale/retail environment.
- Demonstrated ability to perform all duties in a results-oriented and measurable manner.
- A working knowledge of factory/distributor and dealership operations.
- Ability to manage multiple assignments in a timely and professional manner.
- Intermediate computer skills, particularly in Excel and Word.
- Excellent inter-personal, organizational and presentation skills.
- Minimum of four years of college with the conferring of a Bachelors Degree, preferably in a business related field of study.

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District Service and Parts Manager – Auto (Oregon and Washington)

Suzuki is seeking a District Service and Parts Manager – Auto to cover the states of Oregon and Washington. Assist Suzuki dealers in all areas of their service and parts operations, to include, but not limited to Dealer Commitment, Motivation, CSI, Parts Sales, Service Business and Technical Training, and Warranty Administration. Extensive knowledge of dealer's service and parts operations and in-depth financial statement analysis a must. Responsibilities include dealership process analysis and action plan implementation to positively affect customer retention, customer satisfaction, parts/accessories sales, and dealership profitability in fixed operations. This position provides technical assistance to Suzuki dealerships to resolve technical incidents and maximize service customer satisfaction. Counsels dealership service management on opportunities to improve dealership fixed-right-the-first-time performance. Communicates proposed corrective actions to dealership service management and ASMC staff. Assists in monitoring dealership improvements in performance. Develops identification and reporting of technical / quality issues and Dealer awareness of new service procedures. Coordinates review of and responses to service requests, demand defect notices, lemon law / arbitration cases and vehicle repurchase requests to maximize efficiency in resolving technical issues. Provides feedback to regional and national personnel regarding effectiveness of service procedures and additional procedures that are needed to resolve technical issues.

Primary Duties and Responsibilities

1. Maintain consistent and effective service, parts communications with Dealer Principal and key dealership personnel on performance, programs, corporate policies and procedures through direct Dealer visits, verbal and written communications, enhancing dealer's commitment to the franchise, achieving maximum parts, accessories, and service profitability as well as achieving the highest possible customer satisfaction. This will include providing assistance and guidance on developing a business plan with dealership personnel that will include motivating, dealer support, training, and counseling parts managers, general managers, and service managers in obtaining effective and successful operations.

2. Review dealer's service, and parts activities, service and parts sales promotions with appropriate dealership personnel to explain promotion benefits, product features, and follow up on dealer participation. Assist and support the achievement of the company's service, and parts sales objectives.
3. Manage development of weekly VOR and monthly FTIR tracking reports. Develop DSPM capabilities regarding identification and reporting of technical / quality issues and DSPM awareness of new service procedures. Coordinate review of and responses to service requests, demand defect notices, lemon law / arbitration, Safety cases and vehicle repurchase requests to maximize efficiency in resolving technical issues requiring DSPM involvement. Provide feedback to regional and national personnel regarding effectiveness of service procedures and additional procedures needed to resolve technical issues.
4. Administer warranty policy: Ensure effective and efficient dealership warranty processing, ensuring effective usage of warranty goodwill funds and reduce warranty waste.
5. Complete all other tasks as assigned.

MINIMUM QUALIFICATIONS

WORK EXPERIENCE:

5 years of automotive technical experience, 5 years of vocational automotive technology teaching experience

ACADEMIC/TRAINING:

Bachelors Degree in Automotive Field preferred. Vocational Automotive Teaching Credential preferred. A.S.E Master Automobile Technician Certification preferred

SKILLS:

Excellent Verbal and Written Communication skills. Computer skills to include Microsoft Outlook, PowerPoint, Word, and Access preferred.

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; vision to read printed materials and a computer screen; and hearing and speech to communicate in person and over the telephone.

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