



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.

American Suzuki Motor Corporation is an Equal Opportunity Employer, M/F/D/V

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@suzuki.com.