



About e-Traction

e-Traction is part of the “Evergrande Powertrain Technologies Group”, which is a new and fast growing Division within China Evergrande Group. China Evergrande Group ranks 94th on the Global 2000 list as published on May 16, 2019 and consists of four different Group Industries (Evergrande Real Estate Group, Evergrande Health, Evergrande Tourism Group and most recently Evergrande New Energy Vehicle). Evergrande Powertrain Technologies Group (EPT), which is part of Evergrande’s New Energy Vehicle Business, defined an ambitious growth strategy for the future.

e-Traction in the Netherlands, being part of EPT, contributes to this growing strategy. Currently e-Traction has 40 employees and is expanding rapidly. e-Traction develops a unique electric in-wheel powertrain technology that offers the essence of pure direct drive power for heavy and medium duty automotive applications such as city buses, urban distribution vehicles and airport modalities. These vehicles are propelled by TheWheel®, a direct-drive in-wheel motor system that integrates a permanent magnet synchronous motor (PMSM) with power electronics and fluid cooling into a wheel. This evolving technology enables manufacturers to produce extremely energy efficient vehicles with zero emissions that offer reduced maintenance efforts and optimal cost of ownership.

Over the coming years e-Traction will go through extensive growth. If you are the person who dares to participate in the international expansion of e-Traction we want you to join us!

OEM Automotive Account Manager Germany *With focus on OEM, Fleet owners and (maintenance) dealers*

What are your main tasks and responsibilities as an Automotive Account Manager Germany?

As an Automotive Account Manager Germany you are responsible for creating, developing and selling (new) business opportunities and networks in the whole German market for Truck and Bus. Together with the Salesteam (3 FTE, International Business Development Manager, Project Engineer Applications, Customer Service Specialist) you will be responsible for the development of our customer portfolio, where your focus will be on the long-term relationship and the strategical framework of Sales Agreements with OEM’s in Germany. Besides the OEM business you will develop opportunities with private and public Fleet Owners and (maintenance) dealers who have the ambition to build a more sustainable fleet.

Since this is a new role within our Company, you will be developing the best Business model, together with our German customers. The Business model to develop in this market are both related to new business opportunities as well as to develop major customization projects where conventional technologies are to be replaced by our electric in-wheel powertrain technology. To be able to do this, the Sales Team needs to work closely with our R&D Feasibility Team, who are working on cutting edge technology. In this position you will report to the Manager of the Sales & Business Development team. When you feel comfortable in such a challenging environment with highly skilled Engineers, where you can make the difference, this is your job!

Your main task and responsibilities are:

- Coordinate long term strategical Sales projects
- Manage overall German Customer relationship and satisfaction
- Analyze the German Bus & Truck market and draw up, together with the International Business Development Manager, a sales plan with focus on city bus manufacturers and urban utility truck manufacturers
- Develop an agreement framework together with the International Business Development Manager
- Execute the sales plan and achieve the stated sales results
- Translate market needs into internal processes, procedures and methods to achieve the stated sales goals, together with the Sales Team.

What do we expect from you?

- Native German speaker
- Master or Bachelor level in a (Technical) Business School
- Experienced with German Automotive OEM/Tier1/Tier2 sector Bus & Truck
- Solid network in German operators and Fleet owners of city busses
- Strong analytical insight of the sales process and target markets
- Proper knowledge of OEM Product Demands
- Knowledge of R&D projects and Marketing strategies
- Excellent communication skills in English is a plus
- You can live in Germany and work from a home office. Regular visits to the e-Traction HQ in The Netherlands will be required as well

What we offer you?

Reinvent The Wheel! A unique opportunity to make a personal contribution to the future of our planet. Work on our sustainable e-mobility solution in an ambitious and dynamic work environment!

At e-Traction you will collaborate with an international team of colleagues who are all passionate about sustainable automotive technology. The strong growth of our company offers opportunities for professionals who want to make the difference. We are looking for entrepreneurial people, independent, with a positive attitude, which ask questions and lead the way. We have short communication lines and give room for personal development. A competitive package related to your experiences is part of the deal.

How to apply?

Please send your resume and motivational letter to f.wolfs@e-traction.com. For more information about e-Traction, and our solutions you can visit our website via www.e-traction.com or contact Frank Wolfs, Corporate Recruitment Specialist at +31 650837563.

Acquisition by commercial agencies on this vacancy is not appreciated.