

Toyota Boshoku Corporation is an innovative automotive interior parts manufacturer. Our product lineup includes seats, headliners, filtration and powertrain components, as well as textiles and exterior components. With more than 40.000 colleagues working in our 90 group companies, we strive to provide a safe and comfortable automobile interior space for people all over the world.

From our regional headquarters based in Zaventem (Brussels area), our team ensures the development and supports manufacturing of high-quality car interior components.

To reinforce our foothold in Europe and Africa, we are looking for individuals who have the courage and creativity to set lofty goals and continually challenge themselves to attain them. Interested in working for an international and dynamic company? We currently are looking for an:

## Unit Sales Manager

### Job description:

Managing & conducting all type of commercial & marketing activities for Automotive Filter & Power Train components, including but not limited to below tasks;

- Sales offer preparation & approval
- Discuss and negotiate annual price review (Efficiency, VA, Market change and others) with customers
- Sales team annual expense budget proposal and check & control the expense
- Communication of commercial, technical and managerial issues with Customer
- New business & logistics route establishment and coordination activities
- Promote marketing activities towards business expansion in OE & aftermarket
- Develop & Implement marketing & business expansion strategies to obtain new business

### Requirements:

- Fluent in English. Speaking German, French, Japanese is a plus but not required
- Comfortable working in multi-national & multi- culture environment.
- Ability to build relationships with good negotiation & presentation skills.
- You have business network to promote Marketing activities.
- You have market information to help us with the optimum pricing/ costing level.
- Experience in the industry for similar products in commercial area
- Experience in the market to guide cost reduction activities by providing different viewpoint & alternative solutions.

**Toyota Boshoku offers** an interesting position in an international company with varied job content and a pleasant work atmosphere. We are looking forward to receiving your CV (in English) via e-mail to [tbeu.jobs@toyota-boshoku.com](mailto:tbeu.jobs@toyota-boshoku.com) or through our job post in [Linkedin](#)