

# VP Business Development and After Sales

The HWP Group, an established transportation and automotive provider is looking for an enthusiastic professional to take the leading role as VP of Business Development and After Sales.

## Specific responsibilities will include:

- Acts as organizational development liaison and advisor to the After Sales and other Automotive departments
- Directs staff development to enhance the effectiveness of employee performance in achieving the goals and objectives of the division
- Provides expertise in strategy development and execution, planning and facilitation of After Sales and parts services
- Continually seeks opportunities to increase customer care and foster exceptional customer relationships
- Accurately forecasts revenue, increase and maintain profitability and margins for the division
- Build, develop and manage Fleet maintenance programs
- Evaluate operational issues to determine competitiveness and staying current with latest trends in Automotive market
- Analyze the automotive market and trends internationally, supply and demand, competition, manufacturers' issues and financial rates to help design the division's business plan and keep HWP Group an Industry leader
- Coordinate the latest industry training and computer/systems, and the latest international after sales processes and structures for financial and department improvements
- Collaborate with the CEO to evaluate project performance and to recommend refinements and improvements of all components of proposals
- Assist in developing the evaluation process to gain feedback from customers
- Participate in activities needed to support the management functions of the Executive Management team
- Makes assessments of effectiveness of training in terms of employees accomplishments and performance
- Develop and introduce policies and procedures to ensure company optimizes the warranty facility available from manufacturers
- Analyze the monthly performance against monthly budgets to enhance financial control and development of new revenue streams
- Analyze productivity levels and suggest recommendations on methods of improving

## The successful candidate should possess the following qualification:

- Educated to a degree level at a minimum, and/or
- 5-7 years experience at a senior level in a large organization with automotive industry
- Highly developed organizational, planning and management writing skills and oral communication skills and the ability to work effectively with others
- Strong technical and mechanical background
- Strong project management skills
- Possess automotive technician license
- Provides the expertise in strategy development and execution, planning and facilitation of after sales and parts services
- Strong Automotive marketing background
- Candidate must be able to thrive under pressure with good analytical and problem solving skills

An attractive salary and benefits package is offered and will commensurate with experience

To apply for the position, please email your CV/Resume and a covering to: [human.resources@hwp.bm](mailto:human.resources@hwp.bm)

Closing date: June 13, 2011



INVESTORS IN PEOPLE

*HWP Group is a drug-free workplace.*

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G R O U P

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