



## Sales Solutions Manager Ford Pro Intelligence

### Ford Pro

The future of Ford will be defined by Electric Vehicles and software powered services. Do you want to be part of the digital transformation of Europe's leading commercial vehicle brand and shape the company's future? This is a chance to join a new and exciting business unit within Ford at the very start and play an instrumental role in scaling the business, by delivering smart solutions to customers and partners that make a real difference to people's lives whilst also making a difference to the planet.

Ford Pro is a new global business within Ford committed to commercial customer productivity and sustainability. Ford Pro delivers a work-ready suite of vehicles, products and services for virtually every vocation, backed by technology and engineered for uptime. A truly unique one-stop shop for customers, including Electric Vehicles, Charging Solutions, Vehicle Servicing and Data driven Software Solutions.

We're looking for talented individuals to join the Ford Pro **Intelligence** team and play an integral role in growing our data and solutions business. We're looking for an individual with a strong software selling background that is passionate about technology and energised by working for a start-up organisation within one of the biggest automotive brands in the world.

### Description

- Responsible for building the data and software business for Ford Pro Intelligence within your territory, with a mix of direct and indirect sales
- Plan and execute the strategy for the development of the territory with a range of activities to reach short- and longer-term commercial targets
- Be the face of Ford Pro Intelligence in your territory, building your network and raising awareness for the portfolio of services offered by Ford Pro (Electric Vehicles, Charging, Servicing and Data Solutions/Telematics)
- Build strong relationships with channel partners and Ford sales teams, driving knowledge within the network to generate business opportunities for Ford PRO Intelligence
- Conduct sales demonstrations to prospective customers (both in person and virtually), supporting local dealers and Ford sales teams to close new business
- Build pipeline through a combination of field and remote activity (participating in regional events and dealer activities, as well as having a strong social media presence)
- Assist as required with client onboarding to support a seamless, always-on customer experience
- Provide voice of customer feedback on Ford Pro Products to the product development teams



#### You will be:

- Experienced in closing deals with mid/large sized companies (between 20K EUR – 100K EUR)
- An enthusiastic self-starter that is determined to make an impact as an individual contributor
- Passionate about technology and the impact that it can have on businesses and the environment
- Able to engage immediately and confidently with influencers and decision makers at multiple levels of seniority
- Proficient in social selling and building outstanding relationships both online and in person
- A team player who enjoyed working in a team with smart and ambitious colleagues
- Willing to embrace all aspects of working in a fast-growing business, from managing day-to-day admin to closing high value deals
- Able to travel extensively within the territory
- Motivated by challenging targets and a fast-paced environment
- Fluent in Dutch and proficient in English

#### We are particularly interested in anyone who:

- 3+ years of channel and/or direct sales experience within a SaaS business
- Measured success and proven experience in telematics, mobility or software sales
- Experience operating across the Benelux region
- Is a self-starter and pro-active
- Bachelor/University level

#### Ben jij dé kandidaat voor deze rol?

Interested? We are looking forward to your cv and motivation. You can send it to Anouk Tankink-Engelbertink, HR Manager.

Contact details:

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