

# Sales Manager Traffic Information and Mobile Services

## **The company:**

ARC Europe S. A. / N. V. is the international network of the European automobile clubs (ADAC, ANWB, Touring etc). It was formed in 1991 to address the needs of the business-to-business market by offering pan-European roadside assistance, travel and personal services.

ARC Europe today is the largest supplier of roadside assistance services in Europe with an outstanding network in more than 40 countries. Furthermore, the company is entering new fields of activities like Traffic Information and Mobile Services.

In order to meet the increasing demand of the market and to strengthen its team in Brussels (Evere), ARC Europe is looking for a Sales Manager for Traffic Information and Mobile Services to join the team as soon as possible.

For more details on the company → see [www.arceurope.com](http://www.arceurope.com)

## **The job responsibilities:**

- Actively market the ARC Europe Traffic Information products and services to B2B international clients and prospects: automotive industry, navigation providers, portable device manufacturers and others ...

This responsibility will include all aspects of the sales strategy, among others:

- direct negotiations and management of the relationship with our B2B clients
  - define efficient business models and pricing strategies
  - promote the products and services
  - monitor market movements and opportunities
- Market additional content and services usually associated with traffic information, among others: real time parking information, tourism & travel digital content, ...
  - Manage a small team of account executive(s) in charge of the management of accounts for the traffic information and mobile services product lines.

## **The wanted profile:**

- Experience in B2B sales to international accounts. Experience with car manufacturers/automotive industry is a plus

- Good negotiation skills
- Good interpersonal contact and professional manners
- Good strategic understanding with flexible mindset adapting to fast moving competing environment
- Service/support minded
- Very enthusiastic
- Team player
- Previous experience with traffic information/mobility related field is an important asset
- Language skills: English and German. Other languages are an asset
- Computer literate in MS Office
- Willing to travel in Europe (mostly 1 day trips, 4-5 times per month)

**The offer:**

An interesting job with plenty of variety in an international & multicultural environment

Salary package in line with responsibilities

Contact ARC Europe now !

Interested in this unique European experience? ARC Europe offers an attractive package. For more information, please contact Mrs Nabert by email or simply email your letter of motivation including the expected salary package and your CV (both in English). The reference of this job advertisement is "TI".

**Our email address: [jobs@arceurope.com](mailto:jobs@arceurope.com)**