



DEALER ENABLING & SUPPORT SPECIALIST POLAND

Type of collaboration/contract: VIE Program / International internship

Location: Plock, poland

Position Summary:

The Dealer Enabling & Support specialist will be a team member of Network Development whose mission is to build and maintain a Distribution Network capable to sustain business growth by managing the following:

- **Business Development.** Selection and Recruitment of new Business Partners (includes Geo-marketing Analysis, Competitor Benchmarking);
- **Business Planning.** Helping new Dealers to start-up their business with CNHi or existing Dealers to recover their commercial/financial performance (includes Start-up Plan, Performance Recovery Plan, Company Restructuring Plan, Collateral Securities Analysis);
- **Dealer Standards and Professionalization.** Driving best-in-class customer experience across the dealerships and building a stronger and more competitive dealer network (includes Corporate Identity, Facility Standards, Business Processes, Organization Right-sizing, Training, Tooling and Equipment);
- **Dealer Relations.** Liaising with the Legal Dept. for contract management (includes Anti-Bribery Due Diligence, Distributor Agreements, Terminations, Warning letters, etc.).

The Dealer Enabling & Support specialist reports to the Regional Leader of Network Development (responsible for Italy, Iberia and Poland); he/she is supporting regional Dealer

Relationship Managers (DRMs) in planning and execution of the mid- and long term national network development strategy, policies and procedures in the market(s), according to the European Network strategy guidelines.

The person is in charge with all the back-office activities and has a direct responsibility for dealer network enabling including dealer network training and coaching, deploying network improvement processes and dealer enabling programs, focusing on deploying corporate programs of CNH Industrial to the dealer network.

This position will require dealer network representation market-wide, assuring dealer satisfaction across the network.

Essential Responsibilities

The following are the main responsibilities of the role. Further ad hoc tasks might be required. The Dealer Enabling & Support function:

- Support in execution of enabling activities according to European CNHi brand guidance/request of region/market network plan
- Support in dealer training and coaching program management
- Support in launch of HELIOS project (dealer strategy project)
- Manages signage projects according to predefined necessities / programs of brands.
- Supports dealers and DRMs in various enabling activities. (support in system usage, dealer set up and other daily tasks)
- Support local DRMs (Case IH, New Holland and STEYR) in their various requests.

Requirements

- Studies in Economics and Management, Engineering, Marketing or Law
- Fluent in Polish and English

INTERNATIONAL CAREER FAIR

- Knowledge of Italian is considered a plus
- Valid passenger car driver's license
- Advanced working knowledge of Microsoft Office

Skills and Attitudes

- Propensity to leadership, communication and negotiation
- Propensity to problem solving
- Ability and discipline to work independently, as well as in a team
- Strong organization; capability to manage multiple priorities and workflows
- Commitment to excellence and high standards
- Proactivity
- Interest in the Automotive industry and Capital Goods sector (Agriculture and Construction machinery, Commercial Vehicles)

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