

Job title:	Parts Assistant Manager
Department:	Aftermarket Central Parts
Reports to:	Central Parts Manager
Responsible for:	Growing Parts business by winning conquest business, through direct customer contact & data mining.
Location:	Warwick
Hours of Work:	40 hours per week
Closing date:	31 st May 2024

Our values:

We are part of the Terberg Environmental Group that has roots going back to 1869, part of the larger Terberg Group that is still family-owned. With family values at our core, we operate honestly and with integrity. We aim to represent our core values in all areas of our work. Our core values are: Customer Focus, Entrepreneurial Spirit, Flexibility, Innovation, Integrity, Quality and Sustainability.



Job Purpose:

The Assistant Parts Manager will be responsible for winning conquest business, including market share expansion with targeted customers. Also liaising with Private & Local authority decision makers. Supporting the Parts Manager in overseeing all aspects of the parts department operations, optimise departmental efficiency, profitability & new growth opportunities. They will also be responsible for Parts data mining extracting valuable insights and patterns from large datasets related to parts. They will analyse this data, so we can make informed decisions regarding inventory management, pricing strategies, supplier relationships, and customer satisfaction initiatives.

Main Duties and Responsibilities:

- Liaise with list of customers targeted through data analysis.
- Provide customers with commercial price proposals.
- Respond to customer local authority Parts tenders.
- Analysis of fast & slow moving Parts & making commercial price decision to increase sales volume & profitability.
- Tracking results of price changes
- Data Collection: Gather relevant parts data from various sources, including sales records, Supplier market information and customer feedback.
- Exploratory Parts Data Analysis: Perform initial exploratory analysis to understand the characteristics and patterns within the data relating to Parts. Use statistical techniques and visualisation tools to identify trends, correlations, and outliers.
- Interpret the results of the data analysis to derive recommendations related to inventory management, pricing optimisation, marketing strategies, and product development initiatives.
- Visualisation and Reporting: Present to aftermarket senior management team findings of the data analysis through visualizations, dashboards, and comprehensive reports.



Quality & Environmental Responsibilities:

Responsible for the management, compliance and upkeep of the quality & environmental procedures, records, and documents relevant to the role.

At Dennis Eagle we are proud to be an equal opportunities employer and a disability confident organisation. We are committed to fostering an inclusive workplace where diversity is celebrated. As part of our dedication to creating a supportive environment, we guarantee to interview all disabled applicants who meet the minimum criteria for the vacancy. We invite you to engage in an open conversation with us about how we can best support you and ensure that your unique skills and talents are recognised and valued. Your success is integral to our collective growth, and we look forward to working together to create a workplace that empowers everyone to thrive.

If you have any queries or would like to apply for the role, please contact the Recruitment team recruitment@dennis-eagle.co.uk



Criteria	(E)ssential / (D)esirable
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Knowledge	
• Data mining & using Power BI	E
• Experience of working within an Aftermarket operation of a Original Equipment Manufacturer	D
• Motor vehicle parts.	E

Experience	
• Be commercially minded & ability to deliver commercial proposals.	D
• Dealing with large sets of data	D
• Minimum 5 years' experience within a similar role	E
• Work in a sales / target driven environment	E
• Attending face to face customer meetings with decision makers.	E
• Presentation of results using visual aids to senior management team.	D
• Can use Microsoft Power BI & Excel	E

Education / Qualifications	
• Bachelor's degree or equivalent in Business Administration, Supply Chain Management, although other Science based degrees will be considered	E
• Motor vehicle or engineering related courses.	D

Job-related skills & abilities	
• Outstanding report writing skills	E
• Strong communication & interpersonal skills required when dealing with customers.	E
• Attention to detail & ensuring accuracy of data	E
• Improve team performance through smart initiatives	E
• Pricing analysis, making changes to drive & increase sales revenue & volume.	D

Other requirements	
• Be willing to learn & be knowledgeable about Dennis Eagle products, including parts fitted to HGVs & RCVs	E
• Regular UK travel to customer sites will be required	E

Please note that you may be asked to carry out tasks other than the above that are deemed by your manager to be appropriate, reasonable and within the remit of your role. You will be expected to carry out these ad hoc tasks as requested.

Employee name _____ Employee signature _____ Date _____

Manager name _____ Manager signature _____ Date _____

