**Job description**

1. Identify and evaluate potential dealership partners to expand the company's presence in strategic locations.

2. Develop and maintain strong relationships with existing dealerships, ensuring their success and satisfaction.

3. Implement a robust dealership selection process, considering market potential, financial viability, and alignment with the company's brand image.

4. Formulate and execute sales strategies to increase market share and revenue.

5. Collaborate with the sales team to set ambitious yet achievable targets and provide guidance to meet and exceed them.

6. Analyse market trends and competitor activities to identify growth opportunities.

7. Work closely with the executive team to develop and refine the business development strategy.

8. Provide insights and recommendations for new market entry, product launches, and other strategic initiatives.

9. Monitor and report on the effectiveness of business development strategies, making adjustments as necessary.

10. Build and lead a high-performing business development team, fostering a culture of collaboration and excellence.

11. Provide coaching, mentorship, and professional development opportunities for team members.

12. Set clear performance expectations and conduct regular performance reviews.

13. Work closely with key stakeholders to understand their requirements and incorporate feedback into business development strategies.