

Business Development Executive – Automotive Data Solutions

Location: London (Hybrid)

Turn your aftersales experience into a data-driven career.

TekCor4 is helping dealer groups and OEMs unlock the power of data to improve performance and decision-making. We're looking for someone who understands the automotive world—especially the aftersales side—and knows how to build strong relationships and spot opportunities.

Whether you've been a sales consultant, account executive, sales manager, or worked with OEMs or tech providers, this role can flex to suit your experience. If you've got the drive, the industry knowledge, and a talent for making things happen, we'd love to hear from you.

What You'll Be Doing

- **Working with Dealer Groups & OEMs:** Build and grow relationships with senior stakeholders across the AM100 and beyond, with a focus on aftersales operations.
- **Selling Smart:** Whether it's new business, upselling, or cross-selling, you'll adapt your approach to the opportunity and the client.
- **Supporting Complex Projects:** Help guide commercial and technical conversations, especially where integrations or tailored solutions are involved.
- **Collaborating Across Teams:** Work closely with our product and technical teams to ensure smooth delivery and long-term success.
- **Staying Local:** Travel within the UK may be required to support key relationships, but no international travel is expected.

What You Bring

- **Aftersales Experience:** You've worked in or with dealerships, OEMs, or automotive tech providers and understand the challenges and opportunities in aftersales.
- **Sales Background:** You've sold before—whether that's vehicles, services, or solutions—and you know how to build trust and close deals.

- **Stakeholder Confidence:** Comfortable working with senior decision-makers and navigating both commercial and technical conversations.
- **Organised & Proactive:** Able to manage multiple priorities, track progress, and escalate when needed.
- **Tech-Comfortable:** You're confident working alongside technical teams and supporting integration-focused discussions.

What We Offer

- **Competitive Salary & Bonuses:** Based on your experience and performance.
- **Hybrid Working:** 2 days remote per week.
- **Time Off:** 25 days annual leave.
- **Benefits:** Pension contributions, private medical insurance, and more.
- **Room to Grow:** As we scale, you'll have the opportunity to shape your role and grow with us.

About TekCor4

We help automotive retailers and OEMs make better decisions through data. Our platform gives dealer groups the insights they need to improve aftersales performance, streamline operations, and stay competitive. Based in London, we're growing fast and looking for people who want to grow with us.

To apply – Email careers@tekcor4.com