

You are looking for a new challenge? You would like to gain international experience within a multicultural team? Taking on responsibility and developing in the wide range of a modern company? Then come and join us!

We believe when good ideas are shared, great things can happen. That's what led **Toyota** to great innovations. The automotive and financial business environment is facing structural changes. Customers expect a seamless digital experience and urban mobility is changing drastically. This is what's driving us to deliver the next generation of mobility solutions to help everyone around the globe move freely and responsibly.

Toyota Kreditbank GmbH in Cologne, headquarter of Toyota Financial Services of the Europe/Africa Region. Everything we achieve is a result of the work and commitment of our team members. We strive to create a company with the best and brightest individuals who are empowered every day to innovate and share our know-how in ways that benefit people, society, and the planet.

For our department **Business Development** situated in Cologne we are looking for a

Working student (m/f/d) Business Development at Toyota



A bit about Business Development: With Toyota increasing its market share in Europe, and entering new Mobility markets, new Products such as Kinto One, Share and Flex have potential to become a viable business case in many markets. This can potentially also add value to markets where Toyota Financial Services is not yet present.

The team is responsible for 3 main objectives; to help prepare and set up new Toyota Financial Services Markets (TFS); to build Kinto One Business Leasing in TFS Markets without their own Kinto organisations; to build and establish relationships for TFS white label opportunities.

Tasks and Responsibilities :

- Supporting the Business Development Team in the planning, development, and implementation of new leasing and white label finance products in the TFS European portfolio. This is a varied and exciting role working with and supporting countries such as Austria; Belgium; Nordics, Ireland and many more European countries.
- Recommending new ideas for improved working practices / processes to different markets across Europe
- Develop strategy and implement plans, working with the Business Development Managers and Director to present to stakeholders and senior Management
- Work with the Managers in Business Development to conduct market and data analysis on potential areas for penetration and growth across Europe
- Track and analyse incentive expenditure (e.g. campaigns)
- Administering and reporting of programme performance
- Administering a budget on a monthly, quarterly and annual basis, updating key senior stakeholders of our position and any risks/opportunities

Your Profile:

- You are studying economics or in a similar field
- You have experience in working with and managing a wide range of stakeholders
- First Project Management experience
- Working knowledge of Microsoft Excel
- Highly motivated and driven to make continuous improvements.
- Strong analytical skills to solve problems and assess performance
- Strong networking and collaboration across all levels of an organization
- Strong communication skills across a variety of mediums across all levels of stakeholders
- Very good English skills (you will only be working in English)

What we offer:

You will be part of a dynamic team that wants to make a difference. We offer you a startup mentality paired with work in a subsidiary of a global corporation - immerse yourself in the Toyota Way and the exciting corporate philosophy behind it. Characterized by high ethical and human

values and a respectful working atmosphere with close communication and constructive feedback, you will work via short decision-making paths with great creative freedom.

Through Europe-wide cooperation within a global group, versatile tasks arise in a dynamic environment. Flexible working hours are a matter of course for us. We offer you an attractive salary with 14 EUR and a subsidy for your lunch, for which you have a choice of two canteens.

Like what you see?

Then send your application documents including your possible entry date via E-Mail to **Career.Germany@toyota-fs.com**. Please apply in English since most internal communication in this department is in English.

Questions?

Please contact Simone Niesen at +49 2234/102-1158 for further information.

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Datenschutzhinweise

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