

## 销售代表 Sales Representative

### Ihre Aufgaben

As a Sales Representative of Continental Tires China, you will need to ensure the volume and profit achievement in distributor channel. Support the business/network development and maintenance in omni Channel. Manage all sales activities in local market, achieve or succeed volume target by utilizing company strategy/policy/tools, engaging sustainable partnerships.

You will execute your work in following aspects:

- Drive sales target achievement in responsible territory
- Serve as main point of contact within assigned territory and/or customer base, develop or maintain business leads/initiatives.
- Build and manage strong, sustainable relationships with customers and other extended network in assigned territory to promote company's positioning in the market and thus to urge the buying decisions. Managing retailers (Conti image shops) monthly buy-in & sell-out target achievement and performance improvement.
- Responsible for distributor/retailer annual/monthly sales planning and promotion execution.
- Coordinate and manage cross-functional sales relevant activities
- Actively participate in open-communication environment, ensure customer buying experience consistency/drive improvement



Job ID  
**REF18956K**

Arbeitsbereich  
**Marketing & Vertrieb**

Standort  
**shanghai**

Leadership Level  
**Leading Self**

Job Flexibilität  
**Hybrid Job**

Rechtliche Einheit  
**Continental Tires Co., Ltd.**

### Ihr Profil

- Solid understanding of relevant customer segments, industry, products and the competitive environment
- Deep knowledge of all essential sales tools and processes (by applying analytical, organizing, financial & computer skills)

### Unser Angebot

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### Über uns

The Business Area Tires offers the perfect tires for a wide range of different applications - from cars, trucks and buses

to special vehicles, bicycles and motorcycles. Through continuous investment in Research & Development, Continental makes a major contribution to safe, cost-effective and ecologically efficient mobility. The portfolio of the Business Area Tires includes services for the tire trade and for fleet applications, as well as digital management systems for tires.