

Aftermarket Sales Representative (GDL LOCATION)

Descrição da função

Total Sales AOP no less than 70% in all the business under his responsibility

Truck Sales AOP. With the existing and new target accounts

Auto AOP. With the existing and new target accounts

CTS Plan Sales Process. Establish and publicize the objectives based on the Policy

Sales Funnel. Constant search for new projects and follow-up

Sales Call Logging. Establish an agenda for face-to-face and / or telephone visits to customers

Avg. Estándar Margin

Minimum Estandar Marging. No less than the Estandar Marging publishing in the individual Goals in MySuccess

Maximum Estandar Marging. Desirable to obtain the maximum value set in the individual goals in MySuccess

Schedule trips with the highest performance

Avoid the use of air travel and prefer the use of the Company's car, according to Travel Policy

Use of Authorized Hotels, comply with Travel Policy

Communicate and pull price increases.

This includes communication to your respective accounts, joint end user calls and presenting justification as required

Support quality initiatives and report all quality issues immediately as required for our products



Identificação da vaga
REF38739X

Área funcional
Marketing and Sales

Local
San Luis Potosí - Contitech

Nível de liderança
Leading Self

Modalidade de trabalho
Remote Job

Contato
AZAEI TERRONES

Pessoa jurídica
ContiTech Mexicana, S.A. de C.V.

Requisitos

Engineering or Bachelor Degree

2-3 years of experience on Aftermarket sales

To cover Pacific region Mexico (Jalisco, Michoacan, Colima, Nayarit, Sinaloa)

Knowledge of the Aftermarket Truck and Auto under his responsibility (Size, type of products, competition, etc.)

Technical knowledge of the specifications of Aftermarket Products Truck and Auto

O que oferecemos

At Continental we are committed to building an inclusive and

discrimination-free ecosystem in Mexico, these principles are rooted in our corporate philosophy and culture. Therefore, it is totally forbidden to request a pregnancy or HIV test as part of our selection processes.

#LI-AT1

Ready to drive with Continental? Take the first step and fill in the online application.

Quem somos

Continental develops pioneering technologies and services for sustainable and connected mobility of people and their goods. Founded in 1871, the technology company offers safe, efficient, intelligent and affordable solutions for vehicles, machines, traffic and transportation. In 2022, Continental generated sales of €39.4 billion and currently employs around 200,000 people in 57 countries and markets.