

## China DRIVE 2024 - Sales Trainee

### あなたの仕事内容

#### Job Description

- New business acquisition (order intake)
- Account receivable management
- Annual productivity / engineering change / VAVE, etc. commercial topics negotiation
- New product promotion
- White-spot customer development
- Business opportunities and customer volume demand / budget planning
- Customer relationship maintenance
- Market / competitor intelligence tracking
- Customer strategy development & regular update

### あなたのプロフィール

#### Education

- Excellent Bachelor or Master degree
- Fluent English (additional language beneficial)
- Majored in Electronic, Automotive Engineering related

#### Practical Experience

- At least 6 months of practical experience internships or projects in an industrial related working field is preferred
- Fresh graduates or max 2 years of working experience in respective functions

#### International and/or Intercultural Experience optional)

- Through study abroad or internship is preferred
- Through working experience in an international environment / engagement in international associations is preferred

#### Additional information

#### Personality

- Creativity and ability to think out of the box
- Intercultural and communication skills
- Pro-active team player
- Entrepreneurial thinking
- Strong Customer and Quality mindset
- Eagerness to grow and quick learner

### オファー

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ジョブID

**REF44985F**

業務分野

マーケティング&セールス

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勤務に関する柔軟性

**Onsite Job**

法的事項

**Continental Holding China Co., Ltd.**

application.