

Head of Service Engineering APAC

담당 업무

The position will be located in Bayswater, Australia.

Develop and lead the Service Engineering Team for IAPAC and support the global Service Engineering Teams for the Service Engineering activities for the regions APAC, EMEA and AMERICAS. Lead and support the Application Engineering sub team Service Engineering to support Sales Channels in achieving short- and long-term business objectives, increased profit and market growth.

Main tasks:

- Communicates strategic objectives and actions for the sub team
- Analyses the market and technology and provides input to business strategies
- Observes competitive activities
- Ensures adequate employee development practices and processes in order to provide capable successors
- Delegates personnel according to available resources for Service Engineering tasks
- Consults customers (OEMs, End User, Distributors) within the regions and globally for Service Engineering activities such as belt replacement projects and projects for additional Business Area's as being identified
- Attends strategic meetings with customers (OEMs, End User, Distributors) and design engineers on upcoming service, replacement and installation needs
- Performs trainings for customers (OEMs, End User, Distributors) in the regions on product and ContiTech technology
- Applies Service Engineering tools; specifies requirements and gives input for improvements of the software
- Identifies new Service Engineering opportunities across all product verticals
- Supports funnel process with new products/ideas to enable Product Management to execute Business Cases
- Supports competitive technical benchmarking by understanding competitive offerings in the regions, supplying competitive samples and placing request to R&D for testing and analysis
- Ensures that all operations are performed in compliance with relevant local, state and federal laws and regulations
- Provides product and cost saving ideas to funnel process and manufacturing
- Creates costing and offers for Service Engineering tasks such conveyor belt replacement jobs, machinery and equipment

지원자 프로필

We will also look favourably up on the following:



직무-아이디
REF472020

모집 분야
공학

지사
Yang Pu Qu

리더십 레벨
Leading People

근무 유형
Hybrid Job

법률 고지
ContiTech Australia Pty Ltd

- University degree in Engineering or Science (Mechanical Engineering preferred; Electrical or Structural Engineering, considered)
- 5 years professional experience in project management, technical sales, application engineering, technical consulting or R&D

처우 조건

- Project management experience specifically within an international business environment is highly desirable
- Experience working with intercultural and interdisciplinary teams
- Exceptional written and oral communication skills
- Comfortable in public speaking, presentations and training others
- Advanced computer literacy skills, in particular Microsoft Office 365
- Comprehensive knowledge related to conveyor belts and conveyor systems
- additionally, you will have the ability to build strong relationships with internal and external stakeholders, particularly with external clients.
- Experience in leading successful Teams

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기업 소개

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.

The ContiTech group sector develops and manufactures, for example, cross-material, environmentally friendly and intelligent products and systems for the automotive industry, railway engineering, mining, agriculture and other key industries. Guided by the vision of "smart and sustainable solutions beyond rubber," the group sector draws on its long-standing knowledge of the industry and materials to open up new business opportunities by combining various materials with electronic components and individual services.