

Regional Sales Specialist – Aftermarket, ASEAN

Vos activités

1. Maintain and develop the relationship with existing automotive aftermarket customers in ASEAN region for both power transmission belt and air spring business
2. Grow aftermarket sales in both automotive and commercial vehicle replacement market;
3. Identify new growth opportunities in the region (new customers, channels, products, etc), launch and execute new business development in emerging countries in South East Asia
4. Coordinate all sales, marketing, and customer support activities in the region with vertical head and functional departments; Provide sales forecast, conduct market studies, gather competition information and report regional market trends

Votre profil

1. At least 10 years sales and business development experience in either passenger car aftermarket or commercial vehicle industry at ASEAN region;
2. Knowledge and experience with engine related aftermarket auto parts (timing belts, MV belts & kits, engine mounting) or air spring / air suspension products highly preferred
3. Familiar with the distribution channel, wide connection and close relationship with automotive or commercial vehicle aftermarket industry in ASEAN region
4. Bachelor degree of engineering, business, or other rubber engineered products experience preferred.

Notre offre

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

A propos de nous

Continental Group:

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.



Référence
REF48011W

Domaine fonctionnel
Marketing and Sales

Site
Singapour

Niveau de leadership
Leading Self

Flexibilité du poste
Hybrid Job

Unité légale
ContiTech Singapore Pte. Ltd.

In 2023, Continental generated preliminary sales of €41.4 billion and currently employs around 200,000 people in 56 countries and markets.

ContiTech Group Sector:

ContiTech is one of the world's leading industry experts. Far beyond our roots as a rubber products manufacturer, we offer connected, environment-friendly, safe and convenient industry and service solutions using a range of materials for off-highway applications, on rails and roads, in the air, under and above the ground, in industrial environments, for the food industry and the furniture industry. As a group sector of Continental, ContiTech currently employs more than 40,000 people in 40 countries and regions and is active as a global industrial partner in Asia, Europe, North America and South America.