

Aftermarket Sales Management

Descrição da função

1. Report to head of aftermarket sales China
2. Grow aftermarket sales in commercial vehicle replacement market (truck, trailer, bus & coach) in assigned area (North China) and achieve annual sales target
3. Promote product sales of air spring, cabin suspension, MVG belt & kit, etc in the commercial vehicle aftermarket; Identify new growth opportunities (new customers, channels, products, etc), launch and execute business development activities in the responsible area
4. Expand distribution coverage by continuous acquisition of new distributors in the area. Develop new accounts of heavy duty truck / trailer fleets, and specialty vehicle customers
5. Coordinate regional sales, marketing, and customer support activities with Head of China Aftermarket Sales and functional departments; Provide sales forecast, collect account receivables, conduct market studies, gather competition information, and report regional market trends, etc



Identificação da vaga
REF48914Y

Local
Wuhan

Nível de liderança
Leading Self

Modalidade de trabalho
Onsite Job

Pessoa jurídica
ContiTech Holding China Co., Ltd

Requisitos

1. At least 5 years aftermarket sales and business development experience in commercial vehicle aftermarket at China;
2. Knowledge and experience with CV component related aftermarket products (Air spring / air suspension products / MVM belts & kits highly preferred)
3. Resourceful and familiar with the distribution channel and CV fleets, wide connection and close relationship with heavy duty commercial vehicle aftermarket industry in China
4. Bachelor degree of engineering, business, or other rubber engineered products experience will be a plus
5. Proficiency in MS Office (WORD, EXCEL, PowerPoint, OUTLOOK, etc)
6. Basic English level, CET-4 or above

O que oferecemos

您愿意与我们共同驾驭未来吗？即刻填写在线申请吧！

Quem somos

大陆集团专业开发前沿性技术与服务，以人和货物运输为着眼点，致力

于打造可持续且可联动的交通方式。集团成立于 1871 年，作为一家科技企业，它负责为车辆、机器、交通及运输行业提供安全、高效、智能且经济实惠的解决方案。2021 年，大陆集团实现营收 338 亿欧元，目前在 58 个国家和经营地雇用 190,000 多名员工。2021 年 10 月 8 日，集团庆祝其成立 150 周年。

康迪泰克子集团面向汽车工业、铁路工程、采矿、农业及其他关键行业，开发并制造跨材料型、环保型及智能型产品和系统。在“超越橡胶的智能和可持续解决方案”这一愿景的引导下，集团利用其对工业和材料的深入了解，通过将不同的材料与电子元件和个性化服务相结合，从而实现开辟全新的商业机遇。