

# Industrial Sales Engineer

## Your tasks

Job Description :

1. Realize individual sales target. Implementation of sales policies, procedures and systems to ensure compliance with corporate policies and provide working guidelines for the industrial sales team;
2. Develop and maintain distributor network, develop distributor's competency in collaboration with Industrial sales operation management;
3. According to sales target, work out sales strategy and action plan in the specific business area within Eastern region.
4. Monitor account receivable balance monthly; follow up with customers on outstanding balances and ensure that customers pay as per terms to help manage cash flow and reduce potential bad debts.
5. Close monitor the competition in the market and collect market status and trend, report to team leader timely
6. Build up and maintain good relationship with All external stakeholders, including end users, design institute, consulting firms, authorities, and etc.

## Your profile

Job Requirements :

1. At least 3 years' sales experience in industry.
2. Work experience with multinational company is a plus
3. Self-initiative and self-disciplined
4. Open-minded, can work under pressure and frequent business travel
5. Skills in customer communications and presentations

## Our offer

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

## About us

### 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



Job ID  
**REF48916N**

Field of work  
**Marketing and Sales**

Location  
**shanghai**

Leadership level  
**Leading Self**

Job flexibility  
**Onsite Job**

Legal Entity  
**ContiTech Holding China Co., Ltd**

affordable solutions for vehicles, machines, traffic and transportation. In **2023**, Continental generated **preliminary** sales of **€41.4** billion and currently employs around 200,000 people in **56** countries and markets.

Since starting its business in China in 1994, Continental serves all major OEMs across all vehicle segments. We also develop and produce materials, functional parts, components, and systems for railway, machinery, mining and other important industries. So far, Continental has expanded its presence in 23 production locations and 28 R&D centers, representing a workforce of around 17,600 in the country. Continental offers market specific solutions to the Chinese market.

#### **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.