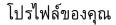


## **Industrial Sales Engineer**

หน้าที่ความรับผิดชอบในงานของคุณ

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, developdistributor's competency in collaboration with Industrialsales operation management;
- 3. According to sales target, work out sales strategy and action plan in the specific business area within Easternregion.
- 4. Monitor account receivable balance monthly; follow upwith customers on outstanding balances and ensure that customers pay as per terms to help manage cash flowand reduce potential bad debts.
- 5. Close monitor the competition in the market and collectmarket status and trend, report to team leader timely 6. Build up and maintain good relationship with Allexternal stakeholders, including end users, designinstitute, consulting firms, authorities, and etc.



Job Requirements:

- 1. At least 5 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 frequentbusiness travel
- 5. Skills in customer communications and presentations



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

เกี่ยวกับเรา

**Continental Group:** 



รหัสตำแหน่งงาน

**REF48916N** 

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ที่ตั้ง

Shanghai

ระดับความเป็นผู้นำ

**Leading Self** 

ความยืดหยุ่นในการทำงาน ทำงานในบริษัท

ชื่อผู้ติดต่อ

**Gavin Cao** 

นิติบุคคล

ContiTech Holding China Co., Ltd

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 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.