Market & Sales Analyst

Your tasks

Sales Planning

- Ownership and support development of sales database
- Maintain data quality in database
- Analyze sales market trends from database, industry publications and the such
- Analyze vehicle volumes for trends

Projects

- Take over the leadership of projects dedicated to the improvement of tools and processes of the OESL Sales Community

Process Owner

- Creates, maintains, directs and improves the process (Market Intelligence within BA OESL) and designates its interactions with other processes
- Ensures the customer satisfaction for all generated outputs
- Agrees process objectives and introduces appropriate metrics, measurement, measurement tools
- Informs, motivates and, if necessary, trains process employees (turning those affected into participants)
- Ensures a process adherence among all process employees

Sales Reporting

- Prepare OE reports as needed: monthly, quarterly, yearly
- Maintain Business Opportunity List and actualize dedicated PowerBI: monthly
- Prepare other reports as needed

Market Intelligence

- Competitor market research and reporting
- Regional volumes and trend analysis
- Ownership and management of OESL market intelligence tools and/or work in collaboration with CT S&CP on the corporate tools

Contract Management

- LeO Expert role on cross-BA level for Automotive customers
- Support document owner in nomination of experts, review process and LeO Workflow
- Preparation and coordination of signing process with DocuSign and if needed, eSign for internal documentation

Quality First, Safety Always
Act and compel colleagues to behave as ambassadors for Quality and Safety
Be dedicated to maximizing internal & external customer satisfaction by demonstrating ownership, dedication towards ensuring high-quality results and process-orientation
Owning the quality of all outputs in the dedicated responsibility area as process member or process owner
Strive for “Zero Incidents” and “Zero Accidents” by demonstrating ownership and acting as a role model for a safe environment

Sustainability
Act and inspire colleagues to challenge the status quo in order to create sustainable solutions
Innovate and/or create solutions to support our corporate sustainability strategy
Respect CT standards and targets for sustainability

Your profile
Bachelor/Master degree in business administration/ engineering/ business informatics
Advanced analytical skills
Advanced MS-office skills (especially Excel and PowerPoint); first experiences with PowerBI
Fluent proficiency in spoken and written English and an excellent communication
Good competence of self-organisation and effective self-management
First experiences in Automotive Industry and Project Management
Intercultural competence
Required Knowledge: Automotive OE Business understanding, MS office Applications, CRM, Contract Management, Analytic skills etc.

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

About us
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 2021, Continental generated sales of €33.8 billion and currently employs more than 190,000 people in 58 countries and markets. On
October 8, 2021, the company celebrated its 150th anniversary.

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.