

# CST dedicated Business Controlling

## Jūsų užduotys

### Responsibilities:

- Connecting element between BA-Business Controlling and CST Team for cross-BA Customer negotiations and activities (Repricing, LiFT, etc.)
- Summarizes and analyzes cost data for the CST negotiation team
- Drives, supports, and coordinates BA's and central functions to provide necessary data for the CST negotiation team.
- Potentially direct partner of the CST in negotiation in front of customer
- Returns negotiation results and monitors execution for and with the BA's
- Expert and experienced in Product Costing and calculation (PCIS, Trace)
- Supports improvement and adjustment of relevant tools and processes (Trace, CUPA, ePCIS, etc.)
- Supports the Automotive LiFT target setting, planning, forecasting, and tracking
- Drives necessary activities to achieve a successful audit of methodology and data model by an external company
- Enters the negotiation in front of the customer in case it is necessary
- Facilitates exchange of lessons learned and best practices with BA's, CST's, and others
- Supports, coordinates, and governs cross-BA activities related to cost breakdowns, assuring compliance with open-book rules and procedures.

## Reikalavimai

### Basic Qualifications:

- 7 years of experience in Business controlling, Finance, Purchasing, or related
- Bachelor's Degree in Economics/Business Administration or related
- Experience in product costing.
- Worked in BA organization with a close link to business and sales
- Ability to visualize from details to the big picture
- Business understanding & acumen
- Assertive and confident to connect and drive actions through the organization
- Strong proven conflict resolution and negotiation skills
- Strong written and oral communication skills tailored for multiple levels of audiences
- Ability to understand, analyze, and present complex data to drive clarity and resolution
- Skilled at building strong internal and external networks, and working with multicultural teams
- Experience in managing teams (leading leaders) including remote



Darbo ID  
**REF505860**

Darbo sritis  
**Finansai ir kontrolė**

Vieta  
**Auburn Hills**

Lyderystės lygis  
**Leading Self**

Darbo laiko lankstumas  
**Hybrid Job**

Juridinis asmuo  
**Continental Automotive  
Systems, Inc.**

locations/organizations

- Project experience regarding financial process-/tool implementation
- Highly skilled in analytical thinking, tools, and visualization

**\*\*\*This role is an internal only position, external applicants will not be considered for this role**

**Preferred Qualifications:**

- 10 years of experience in Business controlling, Finance, Purchasing, or related
- Masters Degree in Economics/Business Administration or related

**Mes siŭlome**

All your information will be kept confidential according to EEO guidelines.

**EEO-Statement:**

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**Apie mus**

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 2022, Continental generated sales of €39.4 billion and currently employs around 200,000 people in 57 countries and markets.

The Automotive group sector comprises technologies for passive safety, brake, chassis, motion, and motion control systems. Innovative solutions for assisted and automated driving, display, and operating technologies, as well as audio and camera solutions for the vehicle interior, are also part of the portfolio, as is intelligent information and communication technology for the mobility services of fleet operators and commercial vehicle manufacturers. Comprehensive activities relating to connectivity technologies, vehicle electronics, and high-performance computers round off the range of products and services.

Our Auburn Hills, MI location is seeking a highly self-motivated and detail-oriented Business Controller to join the Customer Sales team. Responsible for sales, customer consultancy, and negotiations. This position would be directly reporting to the Head of Automotive Business Controlling.

Are you ready to shape the future with us?