Head of Energy Cluster Solids (Coal)

Your tasks

Overview:

We are seeking an experienced and dynamic individual to lead our sales efforts in the APAC region in the field of Mining / Conveying Solutions for the coal and minerals Industry. As the Head of Energy Cluster Solids (coal), you will be responsible for driving revenue growth, developing strategic partnerships, and leading a team of sales professionals. This role requires a strong background in sales management, deep industry knowledge of Mining / Conveying Solutions.

Key Responsibilities:

1. Sales Strategy Development: Develop and implement comprehensive sales strategies to achieve company objectives and revenue targets in Mining / Conveying Solutions.

2. Team Leadership: Lead, mentor, and inspire the regional sales team, providing guidance, support, and training to maximize individual and team performance.

3. Business Development: Identify and cultivate strategic partnerships, key accounts, and business opportunities to expand market presence and drive revenue growth.

4. Market Analysis: Stay abreast of industry trends, market dynamics, and competitor activities to inform sales strategies and identify new business opportunities.

5. Customer Relationship Management: Build and maintain strong relationships with key customers, understanding their needs and providing tailored solutions to meet their requirements.

6. Sales Operations: Oversee sales operations, including pipeline management, forecasting, and performance tracking, to ensure efficiency and effectiveness in achieving sales targets.

7. Collaboration: Collaborate closely with cross-functional teams, including application engineering, product development, marketing, and finance, to align sales efforts with overall business objectives.

8. Performance Management: Establish KPIs, metrics, and performance targets for the sales team, regularly monitoring performance and implementing corrective actions as needed.

Your profile

• Bachelor’s degree in business administration, Engineering, or related
• Minimum of 10 years of experience in sales, with at least 3 years in a leadership, Application Engineering or management role within the Mining / Conveying industry.

• Proven track record of driving sales growth and achieving revenue targets in a B2B environment.

• Strong leadership and team-building skills, with the ability to motivate and empower a diverse team of sales professionals.

• Excellent communication, negotiation, and interpersonal skills, with the ability to build rapport and trust with customers and stakeholders.

• Strategic thinker with the ability to develop and execute effective sales strategies that align with business objectives.

• Results-oriented mindset with a focus on delivering exceptional customer value and driving business success.

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.