

Head of Energy Cluster Solids (Coal)

Descrição da função

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.

Requisitos

- Bachelor's degree in business administration, Engineering, or related



Identificação da vaga
REF51237P

Área funcional
Marketing and Sales

Local
Singapura

Nível de liderança
Leading People

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
ContiTech Singapore Pte. Ltd.

field.

- 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.

O que oferecemos

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

Quem somos

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 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.

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.