

# ContiTech Japan Aftermarket Sales

## Your tasks

Responsible for developing new distribution business incl. passenger car and CV for aftermarket and grow existing distribution revenue

Accomplish sales budget. Closely monitor sales development; proactively take correct actions in case of deviation.

Regularly update Forecast.

Identification of new opportunities with product lines and markets

Understand respective distributor needs to leverage customer centric offering using Continental value-add solutions

Train customers and distributors on value and solutions of Continental products

Support Quote Management (coordination & submission of RFQ to the customer, quotations follow up)

Negotiation of Contracts and Orders

Maintain accurate customer and competitor pricing information, provide monthly feedback to pricing team

Support organize promotional activities for the customer and distributor

Resolve payment delays or issues to reduce account receivable

Support claim & complaint management

Monitor customer back orders

## Your profile

### Required:

More than 5 years of experience in domestic sales, business development, or account management in the commercial vehicle/passenger car business in Japan.

Native level of Japanese / Basic level of English

Understanding of KPI's related to sales, budgeting and forecasting

Quick learner (open and willing to learn)

Customer relation



Job ID  
**REF51240N**

Field of work  
**Marketing and Sales**

Location  
**Yokohama**

Leadership level  
**Leading Self**

Job flexibility  
**Hybrid Job**

Contact  
**Shoma Tashiro**

Legal Entity  
**ContiTech Japan Co., Ltd.**

Good communication with internal colleagues / customers

Entrepreneurship

Good team player

Result orientation (Work & drive for results).

**Preferred:**

Aftermarket experience

Business level English skills

Project management (Product life cycle)

Knowledge of air spring, air suspension and anti-vibration rubber products

**Our offer**

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

**About us**

ContiTech Japan is legal entity of IAPAC of ContiTech group sector of Continental AG