

ADAS_Customer Center1 Sales Manager

工作职责

Job Description

General

- Interact with global Continental and customers, include group company, community with focus on balance of internal vs. external, customers, requirements
- Full responsibility of collecting accounts receivable, R&D costs, each commercial claims etc
- Lead sales planning related tasks (SPOT, CDP, Acquisition Planning etc)
- Prepare documents for respective customers for internal & external preparation
- Built good relationship with external & internal stakeholders
- Directly reporting to CC1 Head of Sales

acquisition for new businesses (inc.carry over programs)

- Full responsibility for business acquisition including building up of strategy
- Full coordination of commercial part of quotations:
 - Conduct quote / no quote meeting where required
 - Kick off acquisition with international sales team and multiple customer interfaces
 - Ensure internal alignment with BD colleagues and central sales, CST, organization across international locations
 - Clarify all internal requirements regarding quote conditions prior to review of quote (e.g. given currencies and currency clauses, delivery terms, payment terms, volume fluctuations)
 - Take lead to review with international, multi-location project acquisition team all assumptions and commitments stipulated in technical part of quote and identify and correct any potential commercial risks to the quote
 - Conduct internal gate, PCIS, review with controlling, project manager and other team members; take leader role and double check all assumptions taken and actively look for areas of improvement to be success the businesses
 - Prepare external official quotation letter, a list of all enclosures submitted together with the quote and stipulate all commercial assumptions which are made an aliment with internal stockholders.
 - Prepare costs breakdown of quote in strong alignment with controlling
 - Defend Continental interests to customer while at the same time raising road blocks from customer for internal discussion prior to quote
 - Ensure timely delivery and communication of reviewed and approved quote to customer

Running business and business under development



职位号码

REF51242G

所在地

Toyota city

领导力级别

Leading People

工作场所灵活度

Hybrid Job

法律個體

**Continental Autonomous
Mobility Japan K.K.**

- Handling of all commercial issues in running and developing projects such as change management, preparation of documents for piece price, RnD & tooling costs, sample costs etc. with full responsibility
- Set baseline of initial commercial quote assumptions and align with the global team members if it's needed
- Attend / monitor progress of internal project meeting and take advisory role for pushing timely change management anticipating commercially relevant hurdles
- Establishing and maintaining standardized cost structures in projects with the same customer, alignment with other locations within same BU with similar business with the customer
- Maintain clear and transparent structure of all commercial items communicated to the customer
- Lead / guide project team and project manager commercially, to prepare all documentation in a commercially mind-set fashion
- Lead customer communication and negotiations
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你的档案

Basic

- Work in Aichi, Toyota city, Japan
- Ability to travel locally, nationally and internationally when required
- Experience working with J-OEMs (>10years)
- Experience working in Automotive Industry (>10years)
- Strong communication skill both in English and Japanese
- International team player and experiences (in N/A, EU, China & ASEAN)
- Advanced MS Office skills, especially PowerPoint and Excel
- Ability of maintaining effective working relationships with internal and external customers

Preferred Qualification

- Experience working with Toyota or Toyota group companies
- Good understanding of customer's strategy, roadmap, sourcing and decision making process
- Experience in internationally operating company in sales, business development, project management functions or similar (>10years)

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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 2020, Continental generated sales of €37.7 billion and currently employs more than 192,000 people in 58 countries and markets. On October 8, 2021, the company celebrated its 150th anniversary.