

# Account Manager

## Responsabilități

- Responsible for all tasks / activities related to Order Intake, Acquisition and Quote Process
  - Define, develop, and execute acquisition strategy and achieve agreed order intake targets
  - Manage all tasks of the value chain starting from technical and commercial frontloading in the pre-acquisition process until completion of the quotation process.
- Leads price, claim or contract negotiations from and towards customers within defined parameters
- Manage commercial activities during the project / product development (e.g. Cost and Price Tracking, Change Request etc.)
- In charge of Sales Forecast and Budget

## Cerințe

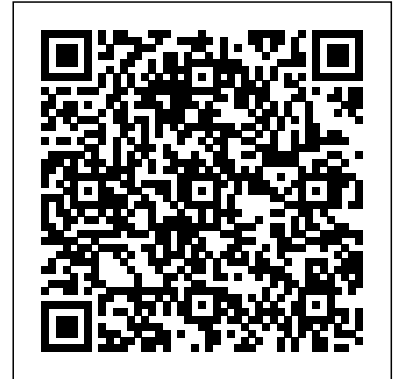
- Bachelor's Degree (e.g. Business Administration, Engineering)
- Relevant work experience in Automotive market
- Commercial practice or technical sales experience.
- Excellent interpersonal and relationship-building skills.
- Ability to communicate with Headquarter and have a good technical aptitude.
- Fluency in English

## Oferta noastră

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

## Despre noi

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.



Job ID  
**REF52625T**

Domeniul de activitate  
**Itapevi**

Nivelul de Leadership  
**Leading Self**

Flexibilitatea programului de lucru  
**Hybrid Job**

Persoană juridică  
**Contitech do Brasil Produtos Automotivos e Industriais Ltda.**