

Account Manager

Náplň práce

- 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

Profil kandidáta

- 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

Čo ponúkame

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

O nás

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.



ID pozície
REF52625T

Miesto práce
Itapevi

Úroveň vedenia ľudí
Leading Self

Flexibilita
Hybrid Job

Právnická osoba
**Contitech do Brasil Produtos
Automotivos e Industriais Ltda.**