

SAM WBS Sales Manager

Your tasks

Sales Manager in SAM(Safety and Motion) WBS(Wheel Brake Solutions) Korea

- Responsible for sales targets like turnover and EBIT and CPC (customer price change) according to the Business Plan
- Responsible of sales budget
- Responsible of commercial input of Business Plan
- Responsible of Sales Plan per product, price strategy, price trends and market potentials
- Leading the overall acquisition / quotation process
- Leading the overall quotation process
- Lead sales price negotiations for Initial Quote and Change Control Activity
- Managing customer requests (short-term, long-term) and roadmaps

Your profile

- Bachelor's degree
- 4 or more years in Automotive industry and Sales experience preferred
- Good level of communication and negotiation skills
- Good Planning and Coordination skills
- Fluent in English

Our offer

콘티넨탈과 함께할 준비가 되셨다면, 온라인 입사지원으로 그 첫 걸음을 시작하세요.

About us

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 2021, Continental generated sales of € 33.8 billion and currently employs more than 190,000 people in 58 countries and markets. On October 8, 2021, the company celebrated its 150th anniversary.

The Automotive group sector comprises technologies for passive safety, brake, chassis, motion and motion control systems. Innovative solutions for assisted and automated driving, display and operating technologies, as well as audio and camera solutions for the vehicle interior, are also part of the portfolio, as is intelligent information and communication technology



Job ID
REF52725X

Location
Seongnam-si

Leadership level
Leading Self

Job flexibility
Onsite Job

Legal Entity
Continental Automotive Korea Ltd.

for the mobility services of fleet operators and commercial vehicle manufacturers. Comprehensive activities relating to connectivity technologies, vehicle electronics and high-performance computers round off the range of products and services.