

Key Account and Service Manager

Descrição da função

Responsible of the area of Hungary - Commercial Vehicle Tire (CVT)

- Willing to understand and follow CVT business. Interested in related software applications
- Understanding of relevant client segments (commercial vehicle customers) and their competitive environment
- Responsibility for key account-related CVT sales and credit management
- Presentation of new products and services to clients
- Planning and acting of various sales actions, events
- Collecting information about market, products and related technical developments
- Search new sales potentials, prospect customers
- Act in a target and result-oriented manner

Requisitos

- University or High School at Economical, Engineering or Technical Subject preferred (or equivalent experience)
- Has a min. of 2 years' experience in Sales (preferred) and/or Customer Relationship position dealing ideally with Automotive customers (Commercial Vehicles or tires is an advantage); understanding of Transport (Goods, People) business and clients and their competitive environment
- Good communication-, negotiation- and commercial vehicles related technical skills
- Analytical capabilities
- Leading Self
- Experience of working in or with other cultures, e.g. by working for an international company
- High degree of service and customer orientation, self-motivation.
- Willingness to travel
- Fluent in Hungarian and English. Driving license "B"
- Advantage: Serbian or Croatian or Romanian language knowledge

O que oferecemos

What we offer:

- Multinational background
- Hybrid work with Home Office
- Competitive salary and other benefits
- Company Car
- Long-term development opportunities within a company with a stable background

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



Identificação da vaga
REF54365I

Área funcional
Key Account Management

Local
Budaörs

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
Continental Hungaria Kft.

Quem somos

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. With its premium portfolio in the car, truck, bus, two-wheel and specialty tire segment, the Tires group sector stands for innovative solutions in tire technology. Intelligent products and services related to tires and the promotion of sustainability complete the product portfolio. For specialist dealers and fleet management, Tires offers digital tire monitoring and tire management systems, in addition to other services, with the aim of keeping fleets mobile and increasing their efficiency. With its tires, Continental makes a significant contribution to safe, efficient and environmentally friendly mobility.