

IAPAC - CES - ROC - Region/Country sales Manager

Descrição da função

Strategy

Keep value drive and long term value as essential business philosophy
Take ownership of market + portfolio strategy for responsible country/region

Define best-fit customer strategy by combination of customer market position, product fitness, market price, etc

Identify white-spot area and define Go-to strategy

Sales and Admin

Sales representative of ContiTech to pursuit potential business by regular customer visit, event organization, support industry exhibition

Customer representative to internal stakeholders by bring customer value, culture, behavior and expectations

Owner of acquisition activities including proactive early stage involvement, bidding , review and lessons learn

Owner of customer relationship by leading internal team offer necessary support to customers

Responsible implement internal sales process includes but not limited to reporting, forecast, etc.

Comperhensive KPI

Annual and long term revenue target including market share
Improve Customer satisfaction and reduce customer complains and escalation

Finance figures: MOS, EBIT, AR etc

ComEx actions or other initiatives

Market Intelligence

Market and customer intelligence

Industry trend

All influence from PEST model

New Product Development

Market and customer requirement on new product

Potential new product/technology detection

Requisitos

Bachelors degree or higher in technical, business, technical background is welcome



Identificação da vaga
REF54781L

Local
Sonepat

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
ContiTech India Pvt. Ltd.

O que oferecemos

- 5-10 years of experience in sales, customer management, account management
- Successful transfer customer need to business growth in keen competition market area.
- International company background is preferable
- Leadership without disciplinary for internal team

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

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. The ContiTech group sector develops and manufactures, for example, cross-material, environmentally friendly and intelligent products and systems for the automotive industry, railway engineering, mining, agriculture and other key industries. Guided by the vision of “smart and sustainable solutions beyond rubber,” the group sector draws on its long-standing knowledge of the industry and materials to open up new business opportunities by combining various materials with electronic components and individual services.