

Business Consultant CST

Descrição da função

- Knowledge, follow up and coordination of customer orders & product delivery (dealers attention, FC monitoring, back order review, tire assignments, warehouse changes, obsolete codes, new codes, purchase orders, direct shipments, logistics times and processes, credit liberation, accounts receivable support, sell out, price differences, promotions, inventory, shipment creation & delivery) Capable of performing several transactions in SAP.
- Create profitable business plan by knowing current situation of the customer and its market environment, being a solution provider as Continental representative.
- Capable of prospect new viable customers and negotiate with them to increase our share of market. Develop business plan for material handling (current clients and new customers).
- Develop distributor service program promoting investment to have services in our dealer network Perform local market analysis and analysis of the competition, looking for business opportunities and growth of current clients.
- Negotiation with: distributors, prospects, internal administrative areas.
- Develop projects for specific customers (Special events, investment, market study, marketing programs, etc) to increase sales.
- Creation, use and monitoring of the Marketing plan budget.
- Commercial Conditions: Review of the commercial conditions of each client and close the business.
- Achieve total sales volume & Tier volume, CMC level according to business plan and additional KPI's.
- Elaborate annual sales budget per dealer according to manager input & business plan.
- Create, develop & follow up to Sell out activities.
- Perform the monthly inventory review and Sell Out sales of each client, analyze the information to generate a suggested order.
- Travel management and expense checking, through the Concur tool in a timely manner
- Field activity: Test Continental tire in mining operations and construction operations, (at least 10 tests) Follow up on these tests and conclude results with cto per hour
- Run field studies, Conti logger, and promote digital solutions
- Elaborate Business Presentation for: external (dealers, prospects, etc) internal (Head of LATAM CST and CST Manager)
- Finance: support the department for portfolio recovery through effective communication between the department and customers (support payment in a timely manner).
- Mediator to achieve credit-related agreements
- Knowledge of financial aspects, ensuring that they are implemented in the development of business plans as well as in compliance with KPI's.
- CRM, Balance Score Card (BSC), Sales Engineer Program & Power BI



Identificação da vaga
REF55211M

Área funcional
Marketing and Sales

Local
Ciudad de México

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Contato
AZAEI TERRONES

Pessoa jurídica
Continental Tire de México, S. de R.L. de C.V.

data gathering: Capture customer information and documentation of visits made (agreements, minutes).

- Knowledge of product and follow the performance of Specialty Tires on Material.
- Handling Customer service (technical advise, product training, sales&market) Attend, register, dictaminar & follow up of warranties
- Prepare with the Manager the SWOT Analysis of our department at least every year Knowledge, promotion and usage of Conti tools: Conticollage, ContiClub, Contilink, Total Quality program (ISO), Contilogger, Genius System (data technical sheets)
- Capable of prospect new viable customers and negotiate with them to increase our share of market, gather registration documents and follow up the process.

Requisitos

- Bachelors Degree (Engineer) + currently works selling mine tires and bills more than 40 million pesos a year.
- 3 to 5 years + Knowledge of customer specific requirements. Technical assistance and general relationship management. Have technical knowledge regarding mining tires (not just tire sales)
- 3 to 5 years Experience working in the Mining segment. (at Bridgestone, Michelin, Yokohama or Goodyear or distributors of these brands)
- Willingness to travel (around Mexico)

Skills

- Negotiation and Sales
- Results oriented
- Customer orientation
- High Drive
- Excel Advance
- English Advance
- Knowledge
 - Business plan preparation
 - Data Analysis
 - Marketing Plans
- Previous experience in tires sector (desirable)

O que oferecemos

Continental we are committed to building an inclusive and discrimination-free ecosystem in Mexico, these principles are rooted in our corporate philosophy and culture. Therefore, it is totally forbidden to request a pregnancy or HIV test as part of our selection processes.

#LI-AT1At

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 2022, Continental generated sales of €39.4 billion and currently employs around 200,000 people in 57 countries and markets.