

## Sales Manager

### あなたの仕事内容

1. Get new business from responsible customers
2. Maintain and develop solid customer relationship
3. AR tracking to avoid overdue
4. R&D reimbursement tracking
5. Prototype reimbursement tracking
6. Annual productivity negotiation
7. Claim related topics negotiation
8. VAVE negotiation
9. Business development at white spot customers
10. Customer demand planning
11. Business opportunities planning

### あなたのプロフィール

1. Bachelor degree or above
2. 5+ years experience in Automotive market
3. Advanced customer experience is preferred
4. Basic technical background (EBS, EAS, ACU, Sensors, etc.)
5. Good knowledge of English language, fluent in spoken and written

### オファー

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

### 会社概要

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.



ジョブID  
**REF55754F**

勤務地  
**Shanghai**

リーダーシップレベル  
**Leading People**

勤務に関する柔軟性  
**Onsite Job**

法的事項  
**Continental Automotive Systems  
Co., Ltd.**

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 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.