

# Sales Analyst

## Descrição da função

### HOW YOU WILL MAKE AN IMPACT

The Sales Analyst will be responsible for the following:

- Responsible for all tasks / activities related to Order Intake, Acquisition and Quote Process
  - Define, develop, and execute acquisition strategy and achieve agreed order intake targets
  - Manage all tasks of the value chain starting from technical and commercial frontloading in the pre-acquisition process until completion of the quotation process.
- Leads price, claim or contract negotiations from and towards customers within defined parameters
- Manage commercial activities during the project / product development (e.g. Cost and Price Tracking, Change Request etc.)
- In charge of Sales Forecast and Budget

## Requisitos

### WHAT YOU BRING TO THE ROLE

- Bachelor's Degree (e.g. Business Administration, Engineering)
- 2+ years' experience in sales or relevant
- Commercial practice or technical sales experience.
- Excellent interpersonal and relationship-building skills.
- Ability to communicate with Headquarter and have a good technical aptitude.
- Experience with MS suites
- Legal authorization to work in the U.S. is required. We will not sponsor individuals for employment visas now or in the future for this job posting.
- Continental is not able to pay relocation expenses for this opportunity.

### ADDITIONAL WAYS TO STAND OUT

- Relevant work experience in Automotive market

## O que oferecemos

### THE PERKS

- Immediate Benefits
- Robust Total Rewards Package
- Paid Time Off
- Volunteer Time Off
- Tuition Assistance
- Employee Discounts, including tire discounts.



Identificação da vaga  
**REF59061V**

Área funcional  
**Marketing and Sales**

Local  
**Rochester Hills**

Nível de liderança  
**Leading Self**

Modalidade de trabalho  
**Hybrid Job**

Pessoa jurídica  
**ContiTech USA, Inc.**

- Competitive Bonus Programs
- Employee 401k Match
- Diverse & Inclusive Work Environment with 20+ Employee Resource groups.
- Hybrid Work
- Employee Assistance Program
- Future Growth Opportunities, including personal and professional.
- And many more benefits that come with working for a global industry leader!

#### **EEO-Statement:**

EEO / AA / Disabled / Protected Veteran Employer. Continental offers equal employment opportunities to all qualified individuals, without regard to unlawful consideration to race, color, sex, sexual orientation, gender identity, age, religion, national origin, disability, veteran status, or any other status protected by applicable law. In addition, as a federal contractor, Continental complies with government regulations, including affirmative action responsibilities, where they apply. To be considered, you must apply for a specific position for which Continental has a current posted job opening. Qualifying applications will be considered only for the specific opening(s) to which you apply. If you would like to be considered for additional or future job openings, we encourage you to reapply for other opportunities as they become available. Further, Continental provides reasonable accommodations to qualified individuals with a disability. If you need assistance in the application process, please reply to [Careers@conti-na.com](mailto:Careers@conti-na.com) or contact US Recruiting at 248.393.5566. This telephone line and email address are reserved solely for job seekers with disabilities requesting accessibility assistance or an accommodation in the job application process. Please do not call about the status of your job application, if you do not require accessibility assistance or an accommodation. Messages left for other purposes, such as following up on an application or non-disability related technical issues, will not receive a call back.

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

## **Quem somos**

### **THE COMPANY**

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 2023, Continental generated sales of €41.4 billion and currently employs around 200,000 people in 56 countries and markets.

ContiTech is one of the world's leading industry specialists. The Continental group sector offers its customers connected, environment-friendly, safe, and convenient industry and service solutions using a range of materials for off-highway applications, on rails and roads, in the air, under and above the ground, in industrial environments, for the

food sector and the furniture industry. With about 42,000 employees in more than 40 countries and sales of some 6.8 billion euros (2023), the global industrial partner is active with core branches in Asia, Europe and North and South America.

Are you ready to shape the future with us?