

# Team Leader Sales Coordination

## Tus actividades

### HOW YOU WILL MAKE AN IMPACT

- Sales Coordination Leader will be responsible for leadership, guidance, monitoring and administration of the assigned sales coordination team
- Executes all sales tasks/activities related to Order Intake, Acquisition, Quote Process and Change Mgm Process
- Prepare Active Claim Management: For non-critical work packages, or non-strategic transactions. Active Claim Management in own area of responsibility (e.g. tooling invoicing, R&D invoicing, prototyping volume shortfall, etc.)
- Collect information about markets and competitors
- Verify and execute the internal acquisition process from an administration point of view
- Focus on:
  - Quality Certification (IATF 16949 / TS 16949) standards, rules
  - Verify all sales conditions (e.g. price, warranty, payment terms, etc)
  - Data entry of purchase orders, SAP, LEO etc.
  - Planning data (Budget, Volume, Sales etc.)
- Handling of Customer related external and internal reporting tools
- Inputting data into reporting tools:
  - Margin Improvement measurements via SPRINT system
  - Sales planning data (e.g. FC tools, Sales Database, etc)
  - Management reporting when required
  - Customer specific B2B portals



Job ID  
**REF65013Y**

Área de trabajo  
**Marketing y Ventas**

Ubicación  
**Rochester Hills**

Nivel de liderazgo  
**Liderando Gente**

Flexibilidad laboral  
**Trabajo Híbrido**

Unidad jurídica  
**ContiTech North America, Inc.**

## Tu perfil

### WHAT YOU BRING TO THE ROLE

- Bachelor's degree and 5 years internal / external sales or AE or PM related activities
- Experience in sales and/or engineering in automotive business
- Regional experience, multi customer experience
- Quotation process experience
- Direct leadership experience for multiple locations
- Experience working with international teams
- Continental is not able to pay relocation expenses for this opportunity.
- 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.

### ADDITIONAL WAYS TO STAND OUT

- CBS Experience
- Process optimization

- Controlling knowledge

## **Lo que ofrecemos**

### **THE PERKS**

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

## **Acerca de nosotros**

### **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?