

Japan Tire / RE - National Sales Manager

Descrição da função

Mission & Purpose of Position

Analyzes market information, and build the strategic sales plan which will achieve company business goal and also fulfill the local market requirements.

Lead marketing and sales activities to ensure that short and long-range sales volumes and projects are achieved. Financial and strategic development criteria by managing well developed team.

Sales Volume

Deliver the agreed forecast budget and business plan – top and bottom-line metrics – full P&L responsibility for the business

Ensure the achievement of regional sales volume target which will contribute to and in line with national sales volume target.

Sales Strategy & reporting

Build the national sales strategy and ensure implementation.

Formulate sales & marketing objectives, policies, sales organization structure, sales and marketing plans to achieve maximum sales and profit.

Identify new markets and applications to assure volume growth.

Provides input for the development of business which anticipate and serve a customer need/solution approach.

Generate regional level sales strategy which shall be in line with national sales strategy

Regional level sales strategy implementation by leveraging all support from KAMs, SRs and local key supporting functions

Regional level all linked sales reporting of business tracking/Monthly/quarterly/Yearly

Regional marketing events plan implementation.

Team Management

Build up and manage a high efficient sales team

Ensure the implementation of individual development measures within responsible team

Team developing & KAM performance monthly review

Be a Coach, Mentor and appraises subordinate & other's performance and development.

Regional meeting with target allocation and market development target review

Distributor Management

Distributor SWOT analysis and key performance indicator tracking about cash flow, stock, sell-out, D-SR team management, logistic concept, distributor retail network development.

Ensure the implementation of distributor monthly target achievement promotion and support regional sales activities.

Conduct distributor quarterly preview meeting and generate market development action plan.



Identificação da vaga
REF70751L

Área funcional
Key Account Management

Local
Shinagawa-ku

Nível de liderança
Leading People

Modalidade de trabalho
Hybrid Job

Contato
Yukiko Tokue

Pessoa jurídica
Continental Tire Japan Co. Ltd.

Distributor bonus review and release.

Retailer Management

Setup and implement regional sales volume development plan based on network status

Network quality and quantity improvement and facilitate local initiatives execution

Reviews sales and satisfaction results to identify areas of improvement.

Other

Fully utilize the support from TCS, regional trainer and market planner; help to optimize their routine work

Other Ad Hoc work or project assigned by National Sales Director

Requisitos

Bachelor education degree in economics or engineer, MBA is a plus

Sales experience in top tier international company more than 10 years, Automotive sales experience is a plus

Project management knowledge and International company working experience

Manage local sales team with individual SR development and motivation HR knowledge. Team working spirit with performance driven leadership style.

International communication and cultural understanding. Business level of English and Japanese skills are required

O que oferecemos

*** CV (Rirekisho) in Japanese and Work History in Japanese/English are required for application process.**

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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. With its premium portfolio in the car, truck, bus, two-wheel and specialty tire segment, the Tires group sector stands for innovative solutions in tire technology. Intelligent products and services related to tires and the promotion of sustainability complete the product portfolio. For specialist dealers and fleet management, Tires offers digital tire monitoring and tire management systems, in addition to other services, with the aim of keeping fleets mobile and increasing their efficiency. With its tires, Continental makes a significant contribution to safe, efficient and environmentally friendly mobility.