

CN_Sales Representatives

Your tasks

Sales:

- Drive sales target achievement in responsible territory
- Serve as main point of contact within assigned territory and/or customer base, develop or maintain business leads/ initiatives
- Build and manage strong, sustainable relationships with customers and other extended network in assigned territory to promote company's positioning in the market and thus to urge the buying decisions. Managing retailers (Conti image shops) monthly buy-in & sell-out target achievement and performance improvement.
- Responsible for distributor/ retailer annual/monthly sales planning and promotion execution.
- Coordinate and manage cross-functional sales relevant activities
- Actively participate in open-communication environment, ensure customer buying experience consistency/drive improvement

FC & Marketing Intelligence

- Provide accurate responsible customer FC to support the achievement of overall sales objectives
- Gather industry information and dynamics, analyzing and forecasting market trends to support short term to long term sales planning
- Be able to develop and execute a comprehensive territory sales plan
- Ad hoc reports required by supervisor

Networking

- Accelerate customer adoption and engagement in/cross channel.
- Responsible for the Continental retailer network developing / managing to achieve the network quantity & quality development target
- Solid understand retail commercial policy and be able to deploy to responsible territory
- Support to drive the sales target achievement by ensure the performance of other retail shops out of distributor channel
- Be able to identify the business opportunity to engage new partnerships in and outsider of our network

Project & Collaboration

- Be able to deloy company project in responsible territory and ensure the quality and efficiency dimension is met
- Support cross functional project design and implementation
- Ensures a tangible project plan is build and maintained in professional manner

Others:

- Continental local Claim tire checking with the well trained and professional way cooperate with TCS department colleagues



Job ID
REF72406M

Location
Shanghai

Leadership level
Leading Self

Job flexibility
Hybrid Job

Legal Entity
Continental Tires Co., Ltd.

- Join with the Continental local New product launch activity
- Support Marketing department complete the local survey task & local event.
- Collect market information of competitor, smuggler, including pricing, product & etc via a proper & legal way

Your profile

- College degree or equivalent preferably marketing or commercial /Engineering background
- 3 years working experience on channel & distribution sales
- Multi-national company is a plus , auto aftermarket industry preferred

Our offer

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

About us

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.