

Account Manager

담당 업무

- Responsible for identifying and implementing profitable business opportunities with all relevant customers
- Support strategic sales planning, annual budget and the monthly forecasts and ensure the implementation
- Develop the OEMs in China region in compliance with the business strategy in order to ensure a long-term technologically leading partnership
- Represent Continental on customer events and care for the OEMs on Continental events
- Responsible for building and maintaining relationships with key decision makers at customers
- Support SCM process to ensure timely delivery of tires to customers
- Manage tire development projects for OE customers
- Act as a technical liaison between OE customers and tire development team
- Support customer complaint handling activities
- Other tasks assigned by supervisor

지원자 프로필

- Bachelor's degree or above in Engineering or relevant subjects
- Min.3 years' experience in tire development, automotive engineering or account management field
- Project management skills
- Strong skills in problem solving and negotiation
- Fluent local and English language

채우 조건

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

기업 소개

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



직무-아이디
REF72408K

지사
Shanghai

리더십 레벨
Leading Self

근무 유형
Onsite Job

법률 고지
Continental Tires Co., Ltd.

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.