

Account Manager

หน้าที่ความรับผิดชอบในงานของคุณ

- 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

โปรไฟล์ของคุณ

- 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

ข้อเสนอของเรา

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

เกี่ยวกับเรา

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



รหัสตำแหน่งงาน

REF72408K

ที่ตั้ง

Shanghai

ระดับความเป็นผู้นำ

Leading Self

ความยืดหยุ่นในการทำงาน

ทำงานในบริษัท

นิติบุคคล

Continental Tires Co., Ltd.

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.