

Sales Coordination CV OESL

Descrição da função

Main tasks:

- Sales Coordination for one or more product lines globally; for one or more customers and/or one or more segments within BA OESL.
- Execution of Sales Coordination activities for one or more Segment(s).
- Execute sales and admin tasks for the pre-acquisition phase (G10-G30) and sales coordination activities over the product lifetime (PLC G30-G110: Change Management, Spare parts)
- Verify and execute the internal acquisition process from an administration point of view in the product lifecycle from G10 to G110
- Explanation: Focus on:
 1. Quality Certification (IATF 16949 / TS 16949) standards, rules
 2. Verify all sales conditions (e.g. price, warranty, payment terms, etc)
 3. Data entry of customer/ product master data, all kinds of purchase orders, SAP, LEO, prices, debit/credit notes, FIDES, etc.
 4. Support in Planning data (Forecasting, Budgeting, Volume, Sales etc.)
 5. PCIS-related processes
 6. Ensure data and acquisition
 7. Negotiation of e.g. After Sales pricing, Change Management, or Tooling costs, e.g.
- Handling of Customer related external and internal reporting tools
- Explanation: Inputting data into reporting tools:
 1. AR (account receivables)
 2. Planning data (e.g. Sales Data Base, Salesforce CRM, Power BI Sales&Margin, Speedy)
 3. Support in Sales planning and Management reporting
 4. Customer-specific B2B portals
 5. Maintain internal reporting tools (e.g. Sales-Margin-Report, Tooling Reports, MOQ Tracking, etc.)
- Act and compel colleagues to behave as ambassadors for Quality and Safety
- Understand the importance of technical compliance and ensure the adherence thereof in daily business
- Be dedicated to maximizing internal & external customer satisfaction by demonstrating ownership, dedication towards ensuring high-quality results and process-orientation
- Owning the quality of all outputs in the dedicated responsibility area as a process member or process owner
- Strive for “Zero Incidents” and “Zero Accidents” by demonstrating ownership and acting as a role model for a safe environment
- Act and inspire colleagues to challenge the status quo to create



Identificação da vaga
REF73198S

Área funcional
Marketing and Sales

Local
Timișoara

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
S.C. ContiTech Romania S.R.L.

sustainable solutions

- Innovate and/or create solutions to support our corporate sustainability strategy
- Respect defined standards and targets for sustainability

Requisitos

We are looking for:

- Bachelor's Degree or similar (or higher) in Mechanical / Electrical Engineering / Chemical and/or B2B Marketing or a similar degree of education with business experience
- Professional Experience: >2 years experience in sales and engineering in the automotive business
- Project and/or Process Experience: >2 years of internal/external sales or AE or PM-related activities
- Intercultural / International Experience: Regional/ Intercultural experience, multi-customer experience, ability to communicate in English.

O que oferecemos

What we offer:

- **The 13th salary** – Paid once a year, in December;
- **Meal tickets** - With a value of 40 Ron;
- **Hybrid schedule** – Work-life balance is important, so we offer a flexible schedule. Please agree on this with your superior;
- **Private Health Insurance** – Health is the most important, so we offer you a medical subscription through Signal Iduna;
- **Referral bonuses** - We encourage colleagues to refer new candidates to us and, at the same time, to get the chance to receive a bonus;
- **Bookster** – Feed your body and your mind. You can borrow books and you'll receive them at the office;
- **Sports benefits**- It's important to stay active, so we offer you the 7Card;
- **Discounts at our partners** – We collaborate with different vendors, and we receive discounts for various products/ services like rubbers, restaurants, kindergartens, etc;
- **System for Rewarding Improvement Ideas** – We have an internal improvement program (Continental Idea Management) that allows you to come up with ideas and to be honored with an attractive bonus (this is established by the CIM team according to your improvement idea);
- **Happy days** – If you or your child is getting married, or you become a parent, you receive some extra free days;
- **Life events celebration** - If your family is growing, we praise your newborn with a bonus;
- **Unfortunate events** - In case of unhappy events in your life, we support you by offering you free days and financial support (handled on a case-by-case basis);
- **Extra vacation days** – You begin with 22 vacation days/year, and starting with the 3rd year with us, we offer you 1 more day of vacation and, afterward from 2 to 2 years you'll get one more extra day (the maximum you can achieve is 27);
- **Transport from the Timisoara area** – You can choose to come with the

bus provided by the company if you'll work from the plant location/office;

- **Professional development** - Many opportunities to develop yourself within the company;
- **Diversity and multicultural mindset** - We encourage you to join us no matter who, where, or what you are. We have colleagues from different nations and a variety of languages are spoken in our company.

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

Quem somos

OESL - Original Equipment Solutions, For Future Mobility.

Are you ready to move ForwardTogether with a global, dedicated, and experienced team?

Join us and take the opportunity to contribute to our future in the fundamentally changing automotive industry with your new role as Supplier Quality and Audit Management Engineer (m/f/d) in the stand-alone Business Area Original Equipment Solutions. Your new place to work is flexible and will be defined later (hybrid).

About Original Equipment Solutions:

With more than 17.000 employees and around 2bn€ sales, present in 15 countries with 35 locations and tech centers - OESL is a global player in the automotive sector with extended material competence in rubber, plastic, and metal, serving all major OEM's and commercial vehicle customers' needs with millions of parts in high quality.