

# Head of Sales Distribution Industrial South China

## Descrição da função

Ensure profitable business in the market of the assigned business region;

Responsible for the organization structure of professional teams to run a successful market;

Review and evaluation of business results and implementation of needed organization changes;

Implementation of organizational policies and proper execution.

Leading the business to achieve budget and other planned financial and non-financial KPI's;

Aligns and supports other regions and central functions by leading people, projects and business;

Ensures that all operations are performed in compliance with relevant local, state and federal laws and regulations;

Takes decisions in the interest of the business objectives of the Region, Segment and the Business Unit;

Responsible for the analysis of the market trends and environment; analysis of sales, turnover, contribution margin;

Responsible for budget planning and FC planning and acts as interface to Supply Chain Management, Demand Planning and Controlling and initiate countermeasures in case of target deviations;

Definition of requirements for the product portfolio;

Ensure the development of a long-term strategy for a sustainable business and implement this strategy in the assigned business region in terms of customer groups and product portfolio;

Deployment of the sales strategy and steering of implementation.

Responsibility for customer acquisition; managing contracts/ business proposals;

Commercial negotiation in alignment with segment strategy;

Maintaining customer expectation while aligning with corporate standards;

Escalation of customer issues & specific requests;

Develop and maintain strategic and cooperative relationship with customer in the assigned business area to support the segment strategy;

Aligning customers demand to corporate standards;

Ensure close customer relation management within boundaries set by compliance;

Representing the regional business to major stakeholder, major customers, Industry Associations, International Trading Groups, government agencies, and similar groups in order to secure the interests of the Segment/Business Area;

Represent ContiTech at customer events in assigned business area

Inspire people considering Continental's leadership philosophy;

Provide stability and high trust (act as role model, reflect yourself on a



Identificação da vaga  
**REF73775X**

Local  
**Yang Pu Qu**

Nível de liderança  
**Leading People**

Modalidade de trabalho  
**Onsite Job**

Pessoa jurídica  
**ContiTech Holding China Co., Ltd**

regular basis, master your emotions, maintain a healthy balance between being self-confident and humbleness, collaborate and share accountability);

Move Continental into the future (role model the change, demonstrate genuine interest for your team members and colleagues, win heads and hearts of your people, show positive appreciation and inspire curiosity, provide intellectual stimulation and encourage people to think outside the box (drive innovation), develop your people with the employee development tools (employee dialogue, 1:1, regular information sharing, Our behaviors, Leadership Excellence Compass)

Assure standards and quality guidelines (internal and external), quality awareness, customer quality targets;

Secure the Continental Code of Conduct and Compliance to all legal requirements.

## **Requisitos**

Overall Commercial / Business Knowledge / Market Intelligence

Relationship Management/ Customer Management

Communication / Presentation / Negotiation Skills

Visionary and Strategic Mindset

Fluent in English Language

Technical Knowledge

## **O que oferecemos**

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

## **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.

The ContiTech group sector develops and manufactures, for example, cross-material, environmentally friendly and intelligent products and systems for the automotive industry, railway engineering, mining, agriculture and other key industries. Guided by the vision of “smart and sustainable solutions beyond rubber,” the group sector draws on its long-standing knowledge of the industry and materials to open up new business opportunities by combining various materials with electronic components and individual services