

## Sales Specialist-east China distribution

### Vaše náplň práce

Ensure profitable business in the market of the assigned business region

Review and evaluation of business results and implementation of needed organisation 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

Commerical 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 Unit/Business Area/Continental AG

Represent ContiTech PTG / ContiTech / Continental AG at customer events in assigned business area Assure standards and quality guidelines (internal and external), quality awareness, customer quality targets

Secure the Continental Code of Conduct and Compliance to all legal requirement



ID pracovní pozice  
**REF73854S**

Obor  
**Marketing and Sales**

Lokalita  
**Yang Pu Qu**

Úroveň vedení lidí  
**Leading Self**

Flexibilita práce  
**Onsite Job**

Kontakt  
**Gavin Cao**

Právnícká osoba  
**ContiTech Holding China Co., Ltd**

### Váš profil

Overall Commercial / Business KnowledgeMarket Intelligence

Negotiation Skills

Relationship Management

Customer Management

Communication / Presentation Skills

Networking

Microsoft OfficeFluent in English Language

Technical Knowledge

## **Co nabízíme**

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

## **O nás**

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