

# KAM for India Market -- IAPAC CES IMS

## Tvoji zadaci

### Task areasMain tasks\*

#### Business and Organisation Management

Ensure profitable business in the market of the assigned business region

Responsible for the organisation structure of professional teams to run a successful market activities for the KA;

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

Implementation of organizational policies and proper execution

#### Entrepreneurial Responsibility, Finance & Controlling

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

Aligns and supports other regions and central functions by non-disciplinary leading people, projects and business for global KA

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

#### Strategy Development

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

#### Customer Relation

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



ID posla  
REF73984F

Lokacija  
Badh Khalsa

Liderski nivo  
Leading People

Fleksibilnost  
Onsite Job

Pravno lice  
ContiTech India Pvt. Ltd.

## Representation of the Segment / Business Unit

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

## Leadership

Inspire people considering Continental's leadership philosophy  
provide stability and high trust (act as role model, reflect yourself on a 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)full

## Quality

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

## Tvoj profil

1. Minimum Bachelor degree (engineer, business or comparable)
2. Minimum 5 years experienced in areas such as Sales, Account Management in the business
3. Minimum 5 years management experience
4. Knowledge and experience in project management preferable
5. Management experience leading people
6. intercultural sensitivity a must work in and with international teams for minimum 3 years

## Naša ponuda

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

## O nama

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 2023, Continental generated preliminary sales of €41.4 billion and currently employs around 200,000 people in 56 countries and markets.

ContiTech is one of the world's leading industry experts. Far beyond our roots as a rubber products manufacturer, we offer connected, environment-friendly, safe and convenient industry and service solutions using a range of materials for off-highway applications, on rails and roads, in the air, under and above the ground, in industrial environments, for the food industry and the furniture industry. As a group sector of Continental, ContiTech currently employs more than 40,000 people in 40 countries and regions and is active as a global industrial partner in Asia, Europe, North America and South America.