

# ADAS CCJ1 Sales Manager

## Ihre Aufgaben

### Job Description

#### General

- Interact with global Continental and customers, include group company, community with focus on balance of internal vs. external, customers, requirements
- Full responsibility of collecting accounts receivable, R&D costs, each commercial claims etc
- Lead sales planning related tasks (Customer forecast analysis & planning etc)
- Prepare documents for respective customers for internal & external preparation
- Built good relationship with external & internal stakeholders

#### Acquisition for new businesses (incl. Carry-over programs)

- Full responsibility for business acquisition including building up of strategy
- Full coordination of commercial part of quotations:
  - Conduct quote / no quote meeting where required
  - Kick off acquisition with international sales team and multiple customer interfaces
  - Ensure internal alignment with internal stakeholders across multiple locations
  - Clarify all internal requirements regarding quote conditions prior to review of quote (e.g. given currencies and currency clauses, delivery terms, payment terms, volume fluctuations)
  - Take lead to review with international, multi-location project acquisition team all assumptions and commitments stipulated in technical part of quote and identify and correct any potential commercial risks to the quote
  - Conduct internal gate process working with project manager and other team members; take leader role and double check all assumptions taken and actively look for areas of improvement to be success the businesses
  - Prepare external official quotation letter, a list of all enclosures submitted together with the quote and stipulate all commercial assumptions which are made an aliment with internal stockholders.
  - Prepare costs breakdown of quote in strong alignment with controlling
  - Defend Continental interests to customer while at the same time raising road blocks from customer for internal discussion prior to quote
  - Ensure timely delivery and communication of reviewed and approved quote to customer

#### Running business and business under development

- Handling of all commercial issues in running and developing projects such as change management, preparation of documents for piece



Job ID  
**REF74169S**

Arbeitsbereich  
**Marketing & Vertrieb**

Standort  
**Kanagawa-ku, Yokohama-shi**

Leadership Level  
**Leading People**

Job Flexibilität  
**Hybrid Job**

Rechtliche Einheit  
**Continental Autonomous  
Mobility Japan K.K.**

- price, RnD & tooling costs, sample costs etc. with full responsibility
- Set baseline of initial commercial quote assumptions and align with the global team members if it's needed
- Attend / monitor progress of internal project meeting and take advisory role for pushing timely change management anticipating commercially relevant hurdles
- Establishing and maintaining standardized cost structures in projects with the same customer, alignment with other locations within same BU with similar business with the customer
- Maintain clear and transparent structure of all commercial items communicated to the customer
- Lead / guide project team and project manager commercially, to prepare all documentation in a commercially mind-set fashion
- Lead customer communication and negotiations

## **Ihr Profil**

### **Basic**

- Ability to travel locally, nationally and internationally when required
- Experience working with J-OEMs (>10years)
- Experience working in Automotive Industry (>10years)
- Strong communication skill both in English and Japanese
- International team player and experiences (in N/A, EU, China & ASEAN)
- Advanced MS Office skills, especially PowerPoint and Excel
- Ability of maintaining effective working relationships with internal and external customers

### **Preferred Qualification**

- Good understanding of customer's strategy, roadmap, sourcing and decision making process
- Experience in internationally operating company in sales, business development, project management functions or similar (>10years)

## **Unser Angebot**

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日本においては、日清紡との合弁会社として2000年にコンチネンタル・ジャパンが設立されました。2007年には、現在の横浜市に本社機能およびコンチネンタル・エンジニアリング・センターを開設し、日本のお客さまへ向けた開発、技術・製品をご提供しています。日本の道路環境や交通事情に応じた最適なソリューションをご提供するため、専用車両を用いてさまざまな検証を行っています。

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## **Über uns**

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