

ADAS CCJ1 Sales Manager

Náplň práce

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



ID pozície
REF74169S

Pracovná oblasť
Marketing a predaj

Miesto práce
Kanagawa-ku, Yokohama-shi

Úroveň vedenia ľudí
Leading People

Flexibilita
Hybrid Job

Právnická osoba
**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

Profil kandidáta

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)

Čo ponúkame

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O nás

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