

# ADAS CCJ1 Sales Manager

## 工作职责

### 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



职位号码

**REF74169S**

工作职能

市场营销与销售

所在地

**Kanagawa-ku, Yokohama-shi**

领导力级别

领导团队

工作场所灵活度

混合式办公

法律实体名称

**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

## 职位要求

### 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)

## 我们可以提供

コンチネンタルは世界的な自動車部品サプライヤーとして、世界58ヵ国で事業展開をしています。自動運転、電動化、コネクティビティといった自動車産業のメガトレンドすべての発展に取り組み、モビリティの未来に必要なソリューションを提供していくことにより、お客さまのよきパートナーであることを目指しています。

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。

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

## 关于我们

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 2020, Continental generated sales of €37.7 billion and currently employs more than 192,000 people in 58 countries and markets. On October 8, 2021, the company celebrated its 150th anniversary.