

(Sr.) Sales Manager - For Elektrobit (EB)

あなたの仕事内容

The automotive market is the biggest driver for new technologies. Do you like to work at the leading edge of technology? Have you ever wanted to discover new software technologies before it is available in the market? Then join our team! We prototype new automotive standards for the cars of tomorrow. For our Autosar/Adaptive Autosar product, we look for professionals that share the vision to personally shape the future car architecture - to pave the way for autonomous driving.

Your Responsibilities:

1. Sells Elektrobit Solutions (Products and Services) to new and existing customers.

向新客户和现有客户销售 Elektrobit Solutions (产品和服务)。

2. Manages long-lasting relationships with assigned group of customers, partners and stakeholders to identify cross/up and repeat sales opportunities. This includes proactive communication, addressing customer's concerns promptly, and delivering exceptional service.

管理与指定的客户、合作伙伴和利益相关者的长期关系，以识别交叉/向上和重复销售机会。这包括主动沟通、及时解决客户的问题以及提供卓越的服务。

3. Ensures sustainable business growth through identifying and winning new opportunities.

通过识别和赢得新的业务机会，确保可持续的业务增长。

4. Identifies customer trends to increase revenue and profitability.

识别客户趋势以提高销售额和盈利。

5. Assesses customer's needs and pain points and provides customers feedback suggesting appropriate products, services, and/or solutions in alignment with cross functional teams.

评估客户的需求和痛点，并为客户提供反馈，建议，与跨职能团队保持一致的适当产品、服务和/或解决方案。

6. Prepares quote reviews, participates in complex negotiations and deal closing, based on sound market understanding.

基于对市场的深刻理解，准备报价审查，参与复杂的谈判和交易完成。

7. Works in close collaboration with cross-functional teams (in particular technical counterparts) to align sales efforts with overall company objectives.



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REF74348J

業務分野
マーケティング&セールス

勤務地
Shanghai

リーダーシップレベル
Leading Self

勤務に関する柔軟性
Onsite Job

法的事項
**Elektrobit Automotive Software
Co., Ltd.**

与跨职能团队（尤其是技术部门）密切合作，使销售工作与公司的整体目标保持一致。

8. Negotiates pricing, terms and conditions, including service level agreements and contracts with customers ensuring compliance with local legislation and company rules.

与客户协商定价、条款和条件，包括服务等级协议和合同，确保遵守当地法规和公司规则。

9. Monitors account's performance metrics and prepares regular reports. Defines corrective action in case of deviations.

监控账户的绩效指标并准备定期报告。定义出现偏差时的纠正措施。

あなたのプロフィール

Your Profile:

1. **Bachelor or Master Degree in Software Engineering/Computer Science or related;** 本科以上学历，软件，计算机或汽车相关专业；
2. **Automotive Sales Experience in software industry is preferred;** 有汽车软件行业的销售经验将作为加分项；
3. **Good communications in both Chinese and English;** 良好的中英文沟通能力；
4. **Customer oriented and willing to business trips** 客户导向，不介意出差。

オファー

You will get

1. 良好的福利及人性化的工作时间；
2. 完善的培训及职业发展通道；
3. 国际化的工作氛围，友善的同事及开放的公司文化；
4. 在蓬勃发展的汽车软件行业中积累前沿的技术和产品经验；

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

会社概要

关于 Elektrobit (EB) / About Elektrobit (EB)

Elektrobit 是一家屡获殊荣、富有远见的全球性供应商，致力于为汽车行业提供嵌入式互联软件产品和服务。

作为汽车软件行业的佼佼者，凭借 30 多年为本行业服务的经验 **Elektrobit** 为超过一亿辆汽车的逾 10 亿台设备提供支持，并针对汽车基础软件、互联和安全、自动驾驶和相关工具，以及用户体验提供灵活、创新的解决方案 **Elektrobit** 是大陆集团的全资独立子公司。有关更多信息，请访问：elektrobit.com/cn