Pre Sales Manager - For Elektrobit (EB)

Your tasks

Your Responsibilities:

1. Drive sales activities to assist customers with Elektrobit portfolio within a market segment. 推动销售活动，以协助客户在某个细分市场中使用 Elektrobit 产品组合。
2. Assist with technical questions or concerns during the sales process and frequently participate in the initial portion of customer specification process. 在销售过程中协助解决技术问题或疑虑，并经常参与客户规范流程的初始部分。
3. Have a strong understanding of current features and features in pipeline, and articulate their use for the customer. 对当前功能和正在开发中的功能有深入的了解，并为客户阐明它们的用途。
4. Adapt technical presentations, create and perform demo for various field applications with strong understanding of current features and features in pipeline. 进行技术演示，为各种现场应用创建和执行演示，并深入了解当前功能和正在开发中的功能。
5. Provide customer feedback on Elektrobit portfolio usage and features to product management and solution management. 向产品管理和解决方案管理提供有关 Elektrobit 产品组合使用情况和功能的客户反馈。
6. Enable purchase of portfolio items at customer by demonstrating technical capabilities and how it solves customer needs – drive technical close. 通过展示技术能力及其如何解决客户需求，使客户能够购买产品/服务包 – 推动技术收尾。

Your profile

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. Know-how in Autosar/Adaptive Autosar would be a great help.Autosar/Adapive Autosar 方面的专业知识将是一个加分项；
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。

Our offer

You will got

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；

Job ID
REF74351G

Field of work
Marketing and Sales

Location
Shanghai

Leadership level
Leading Self

Job flexibility
Onsite Job

Contact
He Chuan(River)

Legal Entity
Elektrobit Automotive Software Co., Ltd.

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.

About us

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