

# Senior Sales Manager for Interior & Exterior APAC

## Descrição da função

1. With sales territory cross APAC, and experience in leading complex projects, especially in target customers such as 2-Wheelers manufactures, Marine Decorative or furniture manufactures, hotel chains, restaurant chain, construction companies. Industrial Sales in decorative surface and technical surface materials plus understanding of their technologies. In depth understanding of relevant processes.
2. Building the business with high growth target. Responsibility to fulfill the revenue and profit targets as per annual operation plan budget; Annual price negotiation and agreement on bonus where applicable ; Maintenance of price and conditions, customer credit terms/days, including service pricing (e.g. acceleration fees) ; Ensure that all activities are performed in compliance with relevant local, state and federal laws and regulations.
3. Responsibility for forecast and its accuracy (monthly and 12 month rolling) Successful execution of profit improvement projects.
4. Assist ""Head of Interior & Exterior "" with negotiation and implementation of customer contracts (e.g. terms and conditions, quality commitments, none disclosure agreements, orders, and logistic contracts) , as well as leading the respective distribution network. Cross-check and safeguard data accuracy (prices, volumes etc.) in respective sales and planning tools with the team of sales coordinators.
5. Identify and build solid customers' relationship in assigned territory. Steer and coordinate all commercially relevant activities (e.g. pricing, all added value selling aspects)
  - Cooperation with customer during serial production
  - Active relationship management with key players of the customers
  - Organization / support for TechDays, trade fairs and marketing events
  - Ensure that customer requirements are collected, evaluated and documented and that customer portals are maintained
  - Operate as escalation level, including disputes, quality problems, cost issues or problems respecting time (duty to inform)



Identificação da vaga  
**REF75362M**

Local  
**Shanghai**

Nível de liderança  
**Leading Self**

Modalidade de trabalho  
**Onsite Job**

Pessoa jurídica  
**ContiTech Holding China Co., Ltd**

## Requisitos

1. Minimum of 5 years professional sales experience; Interior Design or Construction design context preferred.
2. Sales expert - experience in product end use / market, especially in term of 2-Wheelers industry, Marine Decorative or Furniture industry or Construction industry.
3. Specific technical experience - decoration material such as

Melamine paper, PVC/PET/PP film, artificial leather, etc.

4. Leadership responsibility in project teams, with potential to lead a multinational team.
5. Overall Commercial / Business Knowledge/ Market Intelligence/ Negotiation Skills; Fluent in English for both of oral and written.

## **O que oferecemos**

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

## **Quem somos**

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 2021, Continental generated sales of €33.8 billion and currently employs more than 190,000 people in 58 countries and markets. On October 8, 2021, the company celebrated its 150th anniversary.

The ContiTech group sector develops and manufactures, for example, cross-material, environmentally friendly and intelligent products and systems for the automotive industry, railway engineering, mining, agriculture and other key industries. Guided by the vision of “smart and sustainable solutions beyond rubber,” the group sector draws on its long-standing knowledge of the industry and materials to open up new business opportunities by combining various materials with electronic components and individual services.