

Key Account Manager

Descrição da função

Responsible of the area of Hungary

- Implementation of strategy (OEM AS) in respective sales area by breaking it down to target customers and achieving agreed target quantities and target profit
- Building / maintaining long-term partnerships with OEM AS Customers with pro-actively planned / executed internal / external innovative solutions to fulfill the Customers' current and future needs
- Perform training and presentation activities to educate and develop tire business at OEM AS customers
- All-around management of the customer (Sales, Marketing, Logistics, Finance...)
- Pro-actively steer the preparation and implementation of sales and marketing campaigns
- Regular visits of OEM AS partners and their network partners
- Customer acquisition
- Planning, target-oriented use and documentation of allocated budget
- Updating and maintaining customer database
- Conducting regional price analysis
- Market monitoring and communication of information
- Assessing potential and sales planning for respective area
- Participation in projects to continuously improve internal processes

Requisitos

- University or High School at Economical, Engineering or Technical Subject preferred (or equivalent experience)
- Has a min. of 5 years experience in Sales (preferred) and/or Customer Relationship position dealing ideally with Automotive customers); understanding of car importer business and clients and their competitive environment
- Good communication-, negotiation- and ownership skills and high level of pro-activity
- Analytical capabilities and ability to see the big picture
- Leading Self
- Experience of working in or with other cultures, e.g. by working for an international company
- High degree of service and customer orientation, self-motivation.
- Willingness to travel
- Fluent in Hungarian and English. Driving license "B"

O que oferecemos

What we offer:



Identificação da vaga
REF75471D

Área funcional
Key Account Management

Local
Budaörs

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
Continental Hungaria Kft.

- Multinational background
- Hybrid work with Home Office
- Competitive salary and other benefits
- Company Car
- Long-term development opportunities within a company with a stable background

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 2024, Continental generated preliminary sales of €39.7 billion and currently employs around 190,000 people in 55 countries and markets.

Tire solutions from the **Tires group sector** make mobility safer, smarter, and more sustainable. Its premium portfolio encompasses car, truck, bus, two-wheel, and specialty tires as well as smart solutions and services for fleets and tire retailers. Continental has been delivering top performance for more than 150 years and is one of the world's largest tire manufacturers. In fiscal 2024, the Tires group sector generated sales of 13.9 billion euros. Continental's tire division employs more than 57,000 people worldwide and has 20 production and 16 development sites.