

Sales Manager for Interior ASEAN, BA SSL, Segment LivTec

Descrição da função

1. Business & Strategy Development:

With assigned territory in Southeast Asia and Oceania, develop and prepare both tactical and strategical plans and budgets for respective customers based on Segment goals and growth objectives in cooperation with the Head of Interior&Exterior APAC

Responsible for preparation & Execution of yearly sales plan, identifying revenue targets per customer, based on the analyses of the market share and sales volume

Responsible to prepare budget for costs associated with Sales and Marketing activities (if delegated)

Understand the market, market size, customer size, decision making process, dynamics and trends, pricing, restrictions, ""must haves"", ""don'ts"", exhibitions, magazines, ads, events

Observe competitive activities

Identify trends and new product ideas

Analysis costs, sales or other relevant KPI's

Analysis market and technologies and supports development of Vertical Strategy.

2. Collaboration in the team

Cross-check and safeguard data accuracy (prices, volumes etc.) in respective sales and planning tools with the team of sales coordinators

Assist Head of Interior & Exterior APAC in leading the respective sales team

Initiate appropriate steps to develop the team

Ensure that organization policies are uniformly understood and properly interpreted and administered

Proactive collaboration and communication

Actively resolve any conflicts arising between people, teams and units.

3. Entrepreneurial Responsibility

Building the business with high growth target.

Responsibility to fulfill the revenue and profit targets as per annual operation plan budget

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)

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

Responsibility for forecast and its accuracy (monthly and 12 month



Identificação da vaga
REF76626D

Área funcional
Marketing and Sales

Local
Singapore

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
ContiTech Singapore Pte. Ltd.

rolling)

Successful execution of profit improvement projects

4. Customer Relationship Management

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)

Requisitos

1. Education:

Degree in technical, Chemical science or business studies (university / university of applied science) or Interior Design or Construction Design or equivalent;

2. Professional & Experience:

Minimum of 7 years professional sales experience for ASEAN & Oceania;

Interior Design or Construction design context preferred

Sales expert - experience in product end use / market, especially in term of Furniture industry, Interior Design industry or Construction material industry.

Specific technical experience - decoration material such as Melamine paper, PVC/PET/PP film, artificial leather, etc.

O que oferecemos

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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.