

## KAM - KEY ACCOUNT MANAGER TT OEM

### Responsabilități

Responsible for managing, developing and implementing sales & marketing strategy for OEM channel of commercial vehicle tires to truck, bus, and trailer OEMs in South America in order to achieve sales and financial targets.

Manage the sales channel and team to secure profitability according to targets in business diversification, market shares, margin contribution, ROS%, supplier image, and turnover.

Identify further profit generation activities thru value creation and implementation of cost savings within profit & loss structure.

Preparation and negotiations of global quotations according to internal worldwide accounts and business strategy.

Customer year or long term agreement contract development and management

Management and reporting of monthly forecast with risks and opportunities identification

Develop qualitative and quantitative strategy for market and customer penetration in both the Truck/Bus & Trailer segments in South America with a focus on Brazil & Andean region.

Agree strategic principles with relevant Global KAMs and Global Business Field leadership in harmony with regional replacement channel business leadership

Analysis, evaluation and negotiation of new business entry in identified key regions

Management of customer portfolio with intent to achieve profitability targets, delivery of established volumes and overall customer satisfaction

Execute reporting on customer business (visit reports, competitors' activities, technical matters, etc.)

Organize, sponsor and represent Continental OE TT at regional customer and industry events

Monitoring the R&D and Product Management specific information flow between Automotive Engineer

Monitor accounts receivable and credit risk

Secure credit evaluation and credit approval for the customer base

Prepare test budget and secure resources to perform tire testing in the local region

Secure tire homologations in only region worldwide requiring mileage and ride and handling/comfort tests by directing automotive engineer

Ensures automotive engineering constant communication with R&D and reporting of tire performance on executed tests

Develop alternative testing facilities (race track, third party service) locally as Continental does not have a proving ground in the region

Direct and motivate automotive engineer in order to achieve competitive advantages, compliance to legal regulations (labels) and



Job ID  
**REF77467V**

Domeniul de activitate  
**Jundiaí**

Nivelul de Leadership  
**Leading People**

Flexibilitatea programului de lucru  
**Hybrid Job**

Persoană juridică  
**Continental do Brasil Produtos Automotivos Ltda.**

ensuring appropriate description of regional product needs through the internal PPT process

Coordinating and initiating appropriate demand-increasing measures in the "Business Development" area with the goal of increasing the number of OE specifications in close coordination with local Replacement organizations

Supervising and supporting individual projects

Secure participation and development of CRM program including local requirements

Manage selection of service suppliers such as mounting centers meeting OEM requirements

Coordination of customer satisfaction surveys and implementation of improvement actions

Operate on a global matrix organization reporting directly to Head of OEM & Fleets South America located in the company's headquarters  
Develop organization structure in the region in line with Business Field structure expectations

Request, justify and obtain approval for additional headcounts according to business growth plans

Hire, train & develop order administration, automotive engineer and sales key account manager personnel to demonstrate operational excellence and ensure achievement of business field objectives

Pricing - Develop and implement pricing structure & strategy for the region.

Product planning - Through relationship with OEM's, identify product enhancements and new product technical and legal requirements in region. Evaluate business potential of above products to assess viability of business for the region

Supply Chain - Oversee supply chain and order fulfillment process. Liaise with supply chain team to secure customer forecast

Supply Chain - Secure development of communication channels between OEM and supplier (EDI, webEDI, etc.)

Manage product availability thru forecasting, production monitoring, order intake, and inventory to secure reliable deliveries

Manage import process according to commercial agreements

Obtain all required customer documentation for credit analysis and release

Secure sufficient credit limit to achieve planned sales for each customer

Minimize credit risk by negotiating forms of guarantees such as bank guarantees or promissory notes

Manage all payments and OEM overdue

GT PoMS Local Sub Process Responsible

Responsible for:

- the contents on Local Level
- the implementation on Local Level
- the targets / KPIs/PIs on Local Level
- the Sub process performance on Local Level
- the trainings on Local Level
- the review on Local Level and
- the approval of Documents on Local Level

- the improvement of the sub process on Local Level.
- perform Risk & Opportunities Analysis

## **Cerințe**

Bachelor in Business Administration, Economics, Engineering

Previous experience in the automotive industry OEM.

Experience in leading a project team in process development and/or business opportunity analysis

Business development experience

Leadership experience

Language: Fluent English & Portuguese, advanced Spanish

## **Oferta noastră**

Negotiation and persuasion skills.

Well-rounded communication skills.

High adaptability in Intercultural environment.

Pro-activity and curiosity to pursue knowledge and additional value to the business.

Ability to build strong alliances and teamwork.

Time management ability.

Region: South America (mainly in Brazil)

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

## **Despre noi**

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.