

Car Dealer Specialist

工作职责

Develop and maintain Car Dealer channel customers to achieve the volume and financial target.

Understand and report the market situation, develop the business strategy & business module to meet the development target in China in short term and long term. cooperate with local sales team and internal customers to create value for Car Dealer customers by service module innovation and quality improvement.

Account Management

- Achieve sales target based on FC & budget
- React to market competition and fulfill customer needs
- Maintain and improve the existing customers' satisfaction
- Manage the compliance and legal requirement are fulfilled
- Ensure customers account receivable on-time, and keep internal prompt communication
- Complete customer internal related procurement and financial process
- Manage and monitor the relevant supplier service level to reach customer requirement
- Complete ad-hoc task assigned by supervisor and ensure customer sales volume achievement

Strategy

- Understand and report the market situation, including market volume, customer segmentation, service needs, product demand, competition, pricing and market highlight.
- Develop Car dealer business strategy, including SOM, sales volume 5 years plan, resource requirements, organization development plan, products road map, service concept, channel, Car Dealer strategy workshop.

Technical

- Define the customer needs and cooperate with functional team (MDM etc.) to provide solutions/services
- Develop and improve the industrialized process with comply with product requirements
- Interact with internal and external sources to ensure that the service fulfills the quality standards, agreed timing and cost
- Provide guidance and training to customers sales/technicians
- Responsible for OES project initiation to the new business with customers

Project Management

- OES Project execution, monitoring, improvement and



职位号码

REF77481T

工作职能

市场营销与销售

所在地

Shanghai

领导力级别

个人贡献者

工作场所灵活度

现场办公

招聘专员

Morrison Tang

法律实体名称

Continental Tires Co., Ltd.

communication

- Responsible for OES project efficiency and achieve positive outcomes

FC & Reporting

- Regular monthly and milestone reporting, following the defined timing, content, quality requirements. including: customer map, segmentation, buy-in and sell-out FC with development curve, product mix, sales policy and promotions, O-chart, channel, market situation update, stock, profitability, customer and Q&A, working schedule, KPI review.
- Follow the company standard reporting requirement to provide inputs on time with right quality.

Business Development

- Develop new Car Dealer customers as well as strategic Car Dealer Groups to ensure total channel volume achievement
- Clearly understand Car Dealer Channel targeted customer of Conti China e.g., Japanese vehicle brand, new type of car dealer
- Apply differentiate approach to develop new customer and go through customer's tender to win the bid

职位要求

- College degree or equivalent preferably technical or Engineering background
- Good in English and communication
- Experience in technical function is a plus
- 5 years working experience on OES or OEM sales is a plus, within Auto industry is a plus
- Project management experience in dynamic environments
- Advanced experience in cooperation with external customers
- Team leadership experience is a plus
- Multi-international company working or cooperation experience is a plus

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大陆集团专业开发前沿性技术与服务，以人和货物运输为着眼点，致力于打造可持续且可联动的交通方式。集团成立于 1871 年，作为一家科技企业，它负责为车辆、机器、交通及运输行业提供安全、高效、智能且经济实惠的解决方案。2022 年，大陆集团实现营收 394 亿欧元，目前在全球 57 个国家和市场地区雇佣约 20 万名员工。

轮胎子集团凭借其为汽车、卡车、公共汽车、两轮和特种轮胎领域打造的优质产品组合，已成为创新型轮胎技术解决方案的代名词。集团以轮胎与促进可持续发展为着眼点，相应推出了多款智能型产品和服务。针

对专业经销商和车队管理商，轮胎子集团在其他服务的基础上，为之打造了数字轮胎监控和轮胎管理系统，从而在保持车队机动性的同时，亦提高了车队效率。凭借其轮胎业务，大陆集团为实现安全、高效以及环保的交通方式做出了重要贡献。