

## New Channel Specialist

### 工作职责

#### Sales Management

- Ensure a smooth operation and maintenance of New channels, facilitate the further development of new channels
- Order management and analyst, ensure a smooth communication with MDM, provide constructive advice to customers
- Contract management, eSign management, internal process management
- Familiar with internal processes, cooperate with internal dept like, marketing, Finance, retail, etc.
- Be the key player in New channel team to ensure the achievement of business result from both volume and profit perspective

#### Project Management

- Responsible for project operation to support new channel target achievement
- Project execution, monitoring, improvement and communication
- Responsible for project efficiency

#### Reporting

- Regular monthly and milestone reporting, following the defined timing, content, quality requirements. including: Channel map, segmentation, sell-out FC with development curve, product mix, sales policy and promotions, market situation update, working schedule, KPI review.
- Follow the company standard reporting requirement to provide inputs on time with right quality.

### 职位要求

Bachelor degree in Business or Automotive related field

5+ years experience in sales and marketing

Vendor management experience with advanced supply chain management knowledge is a plus

Process experience of retail operation

Advanced experience in cooperation with external customers and vendors

Project management experience

Multi-international company working or cooperation experience is a plus

我们可以提供



职位号码

**REF77490H**

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.**

您愿意与我们共同驾驭未来吗？即刻填写在线申请吧！

## 关于我们

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用约 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。