

Sales Supporting Specialist 销售支持专员

Descrição da função

Enabling sales operation's priority, capability & processes to support the sales transformation initiatives. Dedicate skillset and expertise to facilitate sales projects. Provide high-quality, backend support (tools, processes, modeling methodology) coupled with timely data-driven insights.

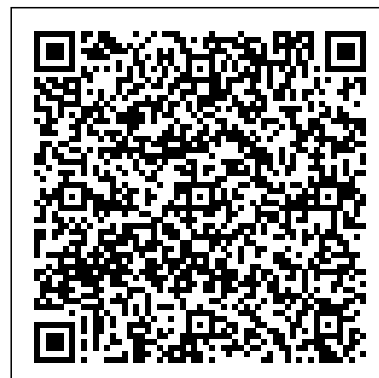
- Provide analytical supports to sales and management team including target allocation/ completion status, performance dashboard etc. Provide a deeper understanding of national sales performance & pain points.
- Drive sales discipline and enables new habits to help sales teams achieve targets. Provide high quality, backend support, coupled with timely data driven insights.
- Execute standardization of processes and tools and capture continuous improvement opportunities to maximize sales efficiency.
- Function as central contact window for field, increasing field transparency and engagement in sales operational topics.
- Support regular business reports both for sales teams and leadership dashboard.
- Support business planning and target allocation based on market, sales, channel and brand strategy.
- Provide data analytics & insight on business opportunity & risk from various analysis.
- Ensure regular & ad hoc reports to various levels of users with diagnostic and action proposals.
- Help translate business needs into technology solutions which will formulate in sales operation excellence practice.
- Ensure effective, accurate and timely communication of critical information to internal and external project team members.

O que oferecemos

您愿意与我们共同驾驭未来吗？即刻填写在线申请吧！

Quem somos

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



Identificação da vaga
REF77496R

Área funcional
Marketing and Sales

Local
Shanghai

Nível de liderança
Leading Self

Modalidade de trabalho
Onsite Job

Contato
Morrison Tang

Pessoa jurídica
Continental Tires Co., Ltd.

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了 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。