

Especialista de Produto

Your tasks

HOW YOU WILL MAKE AN IMPACT

As a member of the Applications Engineering team, develop new products and business opportunities to drive future growth to directly pay into exceed in the following targets: Sales growth at a minimum of 3% above the industry, margin, accounts receivables and cost management. To be a key part of the segment team to develop and then execute our distribution strategy to maximize the BA Industrial Solutions Americas profitable growth and market share. To drive customer centricity though the entire BA organization to establish a preference and premium for our products and solutions, establishing ContiTech as the preferred partner of choice in the industrial distribution market.

- Segment strategy development and execution with their area of responsibility including deployment to and through their teams.
- Responsibility for customer acquisition; managing contracts/ business proposals incl. Commercial negotiation.
- Develop and maintain strategic and cooperative relationship with customers.
- Leads the business to achieve budget (Volume, Sales, Growth, MOS, EBIT) and other planned targets and KPI's.
- Ensures regular customer feedback on forecast and adjusts input to operations and SCM.
- Provides critical customer, competitor and market trends to benchmark our performance.
- Ensures feedback on customer satisfaction and escalation throughout CT BA and segment for improvements.
- Plays an active leadership role in the segment to promote and drive customer centricity.
- Organizes and lead a diverse, motivated, winning team.
- Continuously works to develop the team including their own succession.
- Deals with low performance in a transparent, fair and proactive manner.
- Technical application design and recommendations for improvement.
- Troubleshoot application and performance issues.
- Technical training to customers and internally.
- Compile technical needs, customer pain points and make recommendations to drive innovation.
- Digital Solutions Support
- Focus and support on applications and technical support that drives growth.

Your profile

WHAT YOU BRING TO THE ROLE



Job ID
REF79064L

Field of work
Engineering

Location
Itapevi

Leadership level
Leading Self

Job flexibility
Hybrid Job

Legal Entity
Contitech do Brasil Produtos Automotivos e Industriais Ltda.

- Bachelor's degree in a technical field
- Experience within R&D, applications engineering, and/or sales engineering.
- Strong communication, negotiation, and presentation skills, including proficiency in PowerPoint.
- Knowledge of industrial rubber products (hose, hydraulics, conveyor and power transmission systems, air springs) and diverse industrial markets.
- Financial acumen with ability to manage sales, margin, cost, and working capital.
- Experience in customer relationship management and business development.
- Ability to translate applications into business cases and execute along the sales cycle.

ADDITIONAL WAYS TO STAND OUT

- Familiarity with Continental policies, procedures, and values preferred.

Our offer

Pronto para dirigir com a Continental? Dê o primeiro passo e preencha o formulário online.

About us

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 2023, Continental generated sales of €41.4 billion and currently employs around 200,000 people in 56 countries and markets.

ContiTech is one of the world's leading industry specialists. The Continental group sector offers its customers connected, environment-friendly, safe, and convenient industry and service solutions using a range of materials for off-highway applications, on rails and roads, in the air, under and above the ground, in industrial environments, for the food sector and the furniture industry. With about 42,000 employees in more than 40 countries and sales of some 6.8 billion euros (2023), the global industrial partner is active with core branches in Asia, Europe and North and South America.

Are you ready to shape the future with us?