

# Global Key Account Manager Honda/Nissan-Mitsubishi/Isuzu

## Vaše náplň práce

### Strategic Planning

Define or ensure the creation of account specific global and regional strategies, considering the overall market development, vehicles segments, customers' strategy, etc.

Within the strategic planning, ensure the identification of the most relevant future businesses (business priority) per OEM (anticipation of winning / losing brands and car models) and, the prediction of customer specific tire requirements for the next 5+ years

Align the strategic 5+ year planning with the Global OE team

Ensure the alignment of future tire requirements with OE R&D

Ensure implementation and make adjustments to the strategy

Initiate and ensure preparation of a regular exchange on strategic topics between the customer(s) and the appropriate counterparts within Continental

### Customer Relationship

Ensure a high standard customer interfaces

Leverage Conti's unique collaboration with the customers

Develop the OEM in compliance with the BA OE strategy in order to ensure a long-term technologically leading partnership

Represent Continental AG on customer events and care for the OEM on Continental events

Ensure the best level of customer service in alignment with the account strategy

Ensure additional benefits/leverages for the interaction with the customers supporting Continental to become as indispensable as possible

### Leadership

Leading directly KAM and AQM in Japan and in a matrix leadership for the OE customers in the responsible area, a highly educated team of KAM, TAM and Developers globally

Support own team in key tasks like strategic planning and execution, price negotiations, bottleneck management, people mgmt. etc.

Ensure successful and positive cooperation with all relevant internal contacts

Ensure a high quality of resource planning and support talent management cycle in "lateral leadership"

Create a healthy working environment to ensure best possible working condition in terms of team spirit, personal satisfaction, diversity, career development, and training

### Business Development & Operations

Manage the global business targeting the best integrated sector value creation



ID pracovní pozice  
**REF79245Y**

Obor  
**Key Account Management**

Lokalita  
**Tokyo**

Úroveň vedení lidí  
**Vedení vedoucích**

Flexibilita práce  
**Práce v kanceláři**

Právnícká osoba  
**Continental Tire Japan Co. Ltd.**

Create value, brand reputation and pull-effect in standalone businesses and by close cooperation with RE Aftersales

Support and enable responses to selected RFQs in accordance with account strategies

Ensure the accurate preparation of the annual budget and the monthly forecasts and ensure the implementation

Ensure correct payment for products supplied

## **Quality Management & Compliance**

Together with the Account Quality Management and Quality Departments:

Ensure compliance with customer and legal requirements, internal and external rules and quality standards

Ensure the identification, support negotiation (with OEM) and correct implementation of all relevant Customer Specific Requirements

Train and ensure the correct use of quality management tools, create an environment for high quality standards and be a role model

Ensure the lead is taken by AQM in Account Quality Cases, supported by BA QM

Ensure customer satisfaction

Ensure the optimization of yield mgmt. for articles in serial production

Process owner on Local Level for the relevant OE customer

## **Sustainability**

Together with the Sustainability Department:

Ensure alignment of customer sustainability requirements with corporate- and sector sustainability requirements, align with other sectors and address gaps to the relevant internal stakeholders and putting in place necessary action plans

Ensure compliance with the sustainability requirements of the customer(s)

## **Váš profil**

- University degree (Bachelor/Master/PhD) in Mechanical / Chemical Engineering (M.Sc.) or in Business (MBA) or similar
- Excellent English language skills, applied in business context.
- Relevant technical experience (e.g. tire development, quality management, product management), and/or Automotive Engineering
- Experience with leading either a Customer Account, or Business Field (own P&L responsibility)
- Experience in working (directly) with an Original Equipment Manufacturer (OEM)
- Successfully completed project leadership experience, preferably with an international focus
- Experience in leading a team (directly or indirectly reporting) over a period of at least 2 years, experience with leading in a matrix organization
- Experience in creating and implementing strategy
- Relevant experience in Change Management
- Intercultural sensitivity required
- International work experience in an intercultural environment for more

than 2 years (preferred)

## **Co nabízíme**

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

## **O nás**

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 2022, Continental generated sales of €39.4 billion and currently employs around 200,000 people in 57 countries and markets.

With its premium portfolio in the car, truck, bus, two-wheel and specialty tire segment, the Tires group sector stands for innovative solutions in tire technology. Intelligent products and services related to tires and the promotion of sustainability complete the product portfolio. For specialist dealers and fleet management, Tires offers digital tire monitoring and tire management systems, in addition to other services, with the aim of keeping fleets mobile and increasing their efficiency. With its tires, Continental makes a significant contribution to safe, efficient and environmentally friendly mobility.