

Sales Lead for GWM

Descrição da função

Sales Lead is the owner of all cross BA matters (i.e. mega-supplier negotiations, system quotes, terms & conditions etc.) and the main representative in front of the customer. He/she develops and executes the agreed customer strategy and account business plan, summarizing all business opportunities for future growth.

He/she is the main business driver across BAs for GWM. He/she is based in Baoding.

1. Business Growth

Defines potential business and growth opportunities through white spot analysis

Supports selection of "must wins" and creates action plans and tactics to win

Responsible for the entire quotation process for cross BA quotations

2. Account Strategy

Defines the Account Strategy and Business Plan across BA

Drives the BUs to execute Account strategy and potential business opportunities

Monitor and communicate competitor activities

3. Customer Management

Responsible for GWM

Responsible for all collective items (GT&C's, all cross BA contracts, open book policy etc.)

Responsible for pro active de-escalation of critical customer issues

Responsible for lower to middle management level customer meetings

Responsible for all cross BA negotiations (i.e. Mega supplier, Global player, R+D)

Represents Conti Automotive in all customer management levels (CRM)

Consults BAs in all customer affairs

Responsible for senior executive customer meetings and fairs & shows

Requisitos

- Sales knowledge: negotiation skills, customer orientation
- BU-specific product and assortment knowledge
- Entrepreneurial thinking and ability to work self-directed
- Strong sales mindset
- Strong communication skills



Identificação da vaga
REF79348X

Local
Baoding

Nível de liderança
Leading Self

Modalidade de trabalho
Onsite Job

Contato
Wenqing Cai

Pessoa jurídica
Continental Holding China Co., Ltd.

- Strong strategic and analytical skills

O que oferecemos

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