Sales Lead for GWM

Tvoji zadaci

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

Tvoj profil

- 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

ID posla
REF79348X

Lokacija
Baoding

Liderski nivo
Leading Self

Fleksibilnost
Onsite Job

Kontakt
Wenqing Cai

Pravno lice
Continental Holding China Co., Ltd.

- Strong strategic and analytical skills

Naša ponuda

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