

Sales Manager for Key Customers in Business Area OESL

工作职责

In this role you are in charge of following task:

Relationship management: Maintain business partner relationship on comparable level

- Establish and maintain customer network on comparable level
- Ensure communication between internal and external business partners - Be "the voice of the Customer" in front of the customer
- Organize management meetings up to appropriate management level

Leads price, claim or contract negotiations from and towards customers within defined parameters

- Negotiation of claims raised from our side of all sort such as: Tooling R&D cost reimbursements, volume shortfalls etc.
- Negotiation of claims raised from the customer side such as warranty, field actions, volumes etc. More financial oriented to the customer than KAM
- Support KAM & Claim Office for all top level / escalated claims

Identify and prepare relevant customer strategy considering business environment and target setting for sales

- Propose customer programs to attack with which products at what time and with a defined action plan
- Propose customer specific product offerings (Sales "Funnel" of Opportunities)
- Identify customer needs and white spots
- Responsible for competitor analysis

Responsible for all tasks / activities related to Order Intake, Acquisition and Quote Process

- Define, develop, and execute acquisition strategy and achieve agreed order intake targets
- Responsible for execution of:
 - All tasks of the value chain starting from technical and commercial frontloading in the pre-acquisition process until completion of the quotation process, annual price negotiations and Spare Part Pricing according to Quality Certification (IATF 16949 / TS 16949)
 - Commercial activities during the project / product development (e.g. Cost and Price Tracking, Change Request etc.)

Applications from severely handicapped people are welcome.

职位要求

- Bachelor or above in Engineering or Business Administration with technical background



职位号码

REF79482C

所在地

Korbach

领导力级别

个人贡献者

工作场所灵活度

混合式办公

法律实体名称

ContiTech Schlauch GmbH

- Several years of Sales or Purchasing experience in the automotive industry; First experience in project management in the automotive industries desirable
- Experience in working in international teams desirable
- Profound negotiation skills
- Provenient knowledge on production technology and processes
- Knowledge about Product Life Cycle and Financial Issues Management: Cost Accounting and Cost Controlling desirable
- Knowledge about existing processes and rules and internal decision-making structures as well as knowledge about methods, tools and contact persons for leading and managing project desirable
- Fluent in English and German

我们可以提供

The well-being of our employees is important to us. That's why we offer exciting career prospects and support you in achieving a good work-life balance with additional benefits such as:

- Training opportunities
- Mobile and flexible working models
- Sabbaticals
- and much more...

Sounds interesting for you? [Click here to find out more.](#)

#Jobdrehscheibe

Sie wollen mit uns Gas geben? Starten Sie durch und bewerben Sie sich jetzt!

关于我们

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.

ContiTech is one of the world's leading industrial specialists. Its customers can be found in key industries such as machine and plant engineering, mining, the agricultural industry, and the automotive industry. With around 46,000 employees, the company uses its development and material expertise for products and systems made of rubber, polyamide, metal, textile, and electronic components to combine these with individual services. ContiTech also offers functional and design-oriented living solutions and is always searching for customer-friendly and environmentally-friendly answers – going well and truly beyond its roots as a producer of rubber products.