

# Sales Operations, Segment Distribution, AOE

## Descrição da função

- Central contact for administrative sales tasks internally and externally, e.g. Offer creation, Bonus payments, Price request, Product- & Logistic Data
- Support of the sales manager in the preparation and analysis of volume, net revenue, budget and strategic planning for his customers
- Joint implementation of customer projects with internal and external contact persons
- Coordination of customer projects in the commercial area (contract review, product management, deadline management)
- Commercial claim handling, initiation of debit and credit notes for commercial claims
- Implements customer master data, prices, condition data administration
- Calculation and preparation of credit notes for bonus, prices and penalties, commission payments and stock returns
- Support and maintenance of customer portals
- Coordination between customers, customer service and sales
- Support close customer relation management within boundaries set by compliance

## Requisitos

- Commercial apprenticeship with professional experience or academic degree in business administration, marketing or similar qualification
- Customer-oriented work
- Self-Organization
- Negotiation skills
- Able to work in cross functional teams
- Fluent English language skills, German knowledge is an advantage

## O que oferecemos

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...

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

## Quem somos



Identificação da vaga  
**REF80411M**

Área funcional  
**Marketing and Sales**

Local  
**Budapest**

Nível de liderança  
**Leading Self**

Modalidade de trabalho  
**Hybrid Job**

Pessoa jurídica  
**ContiTech Rubber Industrial Kft.**

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.

Guided by the vision of being the customer's first choice for material-driven solutions, the ContiTech group sector focuses on development competence and material expertise for products and systems made of rubber, plastics, metal, and fabrics. These can also be equipped with electronic components in order to optimize them functionally for individual services. ContiTech's industrial growth areas are primarily in the areas of energy, agriculture, construction, and surfaces. In addition, ContiTech serves the automotive and transportation industries as well as rail transport.