

Head of Business Development

Descrição da função

Strategy / Planning

- Develop and deploy Continental automotive India strategy to meet company's objectives of growth/profitability, customer value, operational excellence,
- Contribute and drive towards Continental automotive India strategy.
- Develop and implement specific Growth Initiatives and strategic projects for local market.

Organization Building

- Build stronger Collaboration among BA's, Manufacturing plant to improve business profitability and operational excellence.
- Fostering sustainable business growth and optimizing competitiveness within the country/market.
- Expand India market outlook by intense interaction with colleagues from different disciplines in the organization (Sales , Plant, Central functions ,BA's).
- Formulating business promotional plan and presenting to potential customers/Key stakeholders.

External / Internal Relations

- Create and maintain strategic relations to customers, India Leadership, KAM, BA-sales and build sustainable trust. Identification of opportunities for collaboration with internal partners.
- Build and maintain relationships with key contacts at potential clients, consulting companies and partners to get access to new opportunities.
- M&A initiative & Cross Business area co-ordination
- Key responsible for positioning continental presence in Regulatory forums.

Tracking and Reporting

- Responsible for providing market intelligence to global and regional teams on the market, industry, and competitors' development.
- Country level reporting through co-ordination with central functions
- Market Intelligence review and analysis including sales planning

Requisitos

-Bachelor of Engineering with 15 years+ experience in Automotive Industry

O que oferecemos

- Good English Communication skills



Identificação da vaga
REF81077D

Área funcional
Marketing and Sales

Local
Bengaluru

Nível de liderança
Leading People

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
**Continental Automotive
Components Private Ltd.**

- Team player and self-motivated
- Structured problem solving and analytical skills.

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

Quem somos

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 2024, Continental generated sales of €39.7 billion and currently employs around 190,000 people in 55 countries and markets.

The Automotive group sector comprises technologies for passive safety, brake, chassis, motion and motion control systems. Innovative solutions for assisted and automated driving, display and operating technologies, as well as audio and camera solutions for the vehicle interior, are also part of the portfolio, as is intelligent information and communication technology for the mobility services of fleet operators and commercial vehicle manufacturers. Comprehensive activities relating to connectivity technologies, vehicle electronics and high-performance computers round off the range of products and services.