

Business Development Engineer

Your tasks

- Identify, evaluate, negotiate, and manage business opportunities from existing or potential customers.
- Establish long-term professional relationships with potential customers.
- Be responsible for all tasks and activities related to order intake, acquisition and quote process of their responsible customers.
- Leads price, claim or contract negotiations from and towards customers within defined parameters.
- Identify and prepare relevant customer strategy considering business environment and target setting for sales.
- Analyze and evaluate information about markets and competitors.
- Maintain business partner relationship on comparable level.
- Responsible for review and approval of activities related to the internal acquisition process from an administration point of view.
- Responsible for execution and handling of customer related external and internal reporting tools.

Your profile

- Bachelor's degree or above, major in engineering, business management or marketing related
- Focus on COEMs customers, e.g. Geely
- Familiar with the technology, products, and development trends of the automotive parts industry
- Ability to sell, negotiate, and expand business
- Proficient in using data analysis tools
- Proficient English speaking ability

Our offer

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

About us

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 2021, Continental generated sales of €33.8 billion and currently employs more than 190,000 people in 58 countries and markets. On October 8, 2021, the company celebrated its 150th anniversary. 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



Job ID
REF83032U

Field of work
Marketing and Sales

Location
Suzhou

Leadership level
Leading Self

Job flexibility
Onsite Job

Legal Entity
Continental Automotive Parts Co., Ltd

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.