

Sales & Market Analyst

Your tasks

Sales Planning

- Ownership and support development of sales database
- Maintain data quality in database
- Analyze sales market trends from database, industry publications and the such
- Analyze vehicle volumes for trends

Projects

- Take over the leadership of projects dedicated to the improvement of tools and processes of the OESL Sales Community

Process Owner

- Creates, maintains, directs and improves the process (Market Intelligence within BA OESL) and designates its interactions with other processes
- Ensures the customer satisfaction for all generated outputs
- Agrees process objectives and introduces appropriate metrics, measurement, measurement tools
- Informs, motivates and, if necessary, trains process employees (turning those affected into participants)
- Ensures a process adherence among all process employees

Sales Reporting

- Prepare OE reports as needed: monthly, quarterly, yearly
- Maintain Business Opportunity List and actualize dedicated PowerBI: monthly
- Prepare other reports as needed

Market Intelligence

- Competitor market research and reporting
- Regional volumes and trend analysis
- Ownership and management of OESL market intelligence tools and/or work in collaboration with CT S&CP on the corporate tools

Contract Management

- LeO Expert role on cross-BA level for Automotive customers
- Support document owner in nomination of experts, review process and LeO Workflow
- Preparation and coordination of signing process with DocuSign and if needed, eSign for internal documentation

Quality First, Safety Always



Job ID
REF83153Q

Location
Yang Pu Qu

Leadership level
Leading Self

Job flexibility
Hybrid Job

Legal Entity
ContiTech Fluid Shanghai

Act and compel colleagues to behave as ambassadors for Quality and Safety

Be dedicated to maximizing internal & external customer satisfaction by demonstrating ownership, dedication towards ensuring high-quality results and process-orientation

Owning the quality of all outputs in the dedicated responsibility area as process member or process owner

Strive for “Zero Incidents” and “Zero Accidents” by demonstrating ownership and acting as a role model for a safe environment

Sustainability

Act and inspire colleagues to challenge the status quo in order to create sustainable solutions

Innovate and/or create solutions to support our corporate sustainability strategy

Respect CT standards and targets for sustainability

Your profile

Bachelor/Master degree in business administration/ engineering/ business informatics

Advanced analytical skills

Advanced MS-office skills (especially Excel and PowerPoint); first experiences with PowerBI

Fluent proficiency in spoken and written English and an excellent communication

Good competence of self-organization and effective self-management

First experiences in Automotive Industry and Project Management

Intercultural competence

Required Knowledge: Automotive OE Business understanding, MS office Applications, CRM, Contract Management, Analytic skills etc.

Our offer

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.](#)

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

About Original Equipment Solutions:

With more than 17.000 employees and around 2bn€ sales, present in 15 countries with 35 locations and tech centers - OESL is a global player in the automotive sector with extended material competence in rubber, plastic, and metal, serving all major OEM's and commercial vehicle customers' needs with millions of parts in high quality.