

Network Development Specialist

Descrição da função

Network Development Specialist

Ensure over-proportionate growth of retail footprint by systematically applying lean processes. Recruit the right retail partners into the right, most relevant Conti branded retail format, to ensure sustainability.

Retail Development

- Strictly follow Retail Qualification process and criteria to recruit Right location to ensure fairness between each responsible areas.
- Ensure shop opening target achieved with good quality shop developed.
- Following retail policy /alignment/Conti process to deliver work with high engagement for tasks in responsible area.
- Collect shop owner's and sales team's feedback during development and make improvement.
- Budget Control in responsible area and Contract management.

Vendor Management

- Control vendor's working quality, delivery efficiency and after-service.
- Ensure timely follow-up on decoration quality issues, and generate monthly quality report.
- Support to optimize decoration items and process

Retail operations

- Train sales team to follow the retail guideline during new store opening
- Work with sales and consultant to improve area Retail Excellence according to strategy
- Support Retail Activities such as Retailer Committee and BestDrive Convention.
- Ensure the quality of the execution of store VI implementation and construction

Project Management

- Responsible for project initiation to support retail development target achievement by visit with on-site team.
- Define store recruiting policy to keep and develop loyal retailers.

Network Strategies

- Mapping priority for retail expansion.
- Collect information and feedback from field team or local market, initiate new ideas



Identificação da vaga
REF83445H

Área funcional
Marketing and Sales

Local
Shanghai

Nível de liderança
Leading Self

Modalidade de trabalho
Onsite Job

Contato
Morrison Tang

Pessoa jurídica
Continental Tires Co., Ltd.

Requisitos

Bachelor Degree or above

Experience with Retail in after market preferred

Commercial Knowledge with data analysis

Familiar with Automotive Aftermarket, prefer with experience in Retail function

Fluent oral and written English

O que oferecemos

您愿意与我们共同驾驭未来吗？即刻填写在线申请吧！

Quem somos

大陆集团专业开发前沿性技术与服务，以人和货物运输为着眼点，致力于打造可持续且可联动的交通方式。集团成立于 1871 年，作为一家科技企业，它负责为车辆、机器、交通及运输行业提供安全、高效、智能且经济实惠的解决方案。2022 年，大陆集团实现营收 394 亿欧元，目前在全球 57 个国家和市场地区雇用约 20 万名员工。

轮胎子集团凭借其汽车、卡车、公共汽车、两轮和特种轮胎领域打造的优质产品组合，已成为创新型轮胎技术解决方案的代名词。集团以轮胎与促进可持续发展为着眼点，相应推出了多款智能型产品和服务。针对专业经销商和车队管理商，轮胎子集团在其他服务的基础上，为之打造了数字轮胎监控和轮胎管理系统，从而在保持车队机动性的同时，亦提高了车队效率。凭借其轮胎业务，大陆集团为实现安全、高效以及环保的交通方式做出了重要贡献。