

# Key Account Manager

## Responsabilități

- Responsibility for sales in ContiTech rubber segment (Air springs, belts, hoses) with the objective of increasing market share and ensuring profitable business growth, offering sales support to dealers; working with assigned territory or / and key customers
- Company financial KPI's interpretations (Ebit, % Contribution margin, Period expenses)
- Ensures regular customer feedback on forecast and adjusts input to operations and SCM
- Monthly follow-up results (sales statistics - Product segment x Customer);
- Work with corrective actions or improvements in customers facing challenges (sales volume, quality, financial result, point of sale organization, etc.) through constant business visits
- Technical product analysis
- End customers support (Technical, trainings, sales agreements)
- Monitoring of resale orders to meet goals;
- Each customer needs analyze with the objective of improving purchases product share and volume
- Competitors benchmark analysis to detect price competitiveness, product quality and brand positioning
- Request tracking process volumes follow up and monthly results
- Sales agreements proposals per period (Q, H, Y)
- Customers monitoring during visits and gather market information;
- Request / Follow up on requests for documents submitted for credit limit adjustments;
- Plan each customer's credit limit to ensure Continental's desired growth in each region.

## Cerințe

- Bachelor degree (Engineering profile desirable)
- Previous experience in automotive sector sales
- Experience with business planning and forecasting.
- Strong experience managing sales process
- Excellent communication and relation building skills
- Self-management profile and previous success cases;
- Knowledge in the spare parts and automotive industry (mainly in heavy duty segment)
- Knowledge in computer systems (SAP, Office);
- B2 English
- Ability to travel at least 50% of the time.

## Oferta noastră

At Continental we are committed to building an inclusive and discrimination-free ecosystem in Mexico, these principles are rooted in



Job ID  
**REF83544C**

ID poziție  
**Marketing & Vânzări**

Domeniul de activitate  
**San Luis Potosí - Contitech**

Nivelul de Leadership  
**Leading Self**

Flexibilitatea programului de lucru  
**Remote Job**

Persoana de contact  
**Sergio González**

Persoană juridică  
**ContiTech Mexicana, S. de R.L. de C.V.**

our corporate philosophy and culture. Therefore, it is totally forbidden to request a pregnancy or HIV test as part of our selection processes.

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

## **Despre noi**

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 2022, Continental generated sales of €39.4 billion and currently employs around 200,000 people in 57 countries and markets..