

Sales, Quote & Customer Portal Manager OESL

Náplň práce

- Execute all sales activities for assigned assigned customer (SDS)
- Responsible to execute customer sales strategy including mangement of Quotations (SDS) and planning (forecasting, budget/SPL) to support profit targets. Execute all task within sales process (pre-acquisition, G10-G30), as well as commercial activities in the PLC (G30-G110: Change Mgmt, Annual Pricing Negotiations, Spare parts).
- Responsible for service and solutions for B2B portals for OESL worldwide
- Successful set-up and administration of OEM portals which is vital to maintaining the appropriate access for users and securing the information these portals contain

Profil kandidáta

Bachelor Degree or similar (or higher) in Electrical /Mechanical/Chemical Engineering or Economics / B2B Marketing or similar areas. More than 2 years experience in sales and / or engineering and /or project management in automotive business, preferred.

Čo ponúkame

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.](#)

EEO-Statement:

EEO / Disabled / Protected Veteran Employer. Continental offers equal employment opportunities to all qualified individuals, without regard to unlawful consideration to race, color, sex, sexual orientation, gender identity, age, religion, national origin, disability, veteran status, or any other status protected by applicable law. In addition, as a federal contractor, Continental complies with government regulations, including affirmative action responsibilities for qualified individuals with a disability and protected veterans, where they apply. To be considered, you must apply for a specific position for which Continental has a current posted job opening. Qualifying applications will be considered only for the specific opening(s) to which you apply. If you would like to be considered for additional or future job openings, we encourage you to reapply for other opportunities as they become available. Further,



ID pozície
REF83862B

Miesto práce
Rochester Hills

Úroveň vedenia ľudí
Leading Self

Flexibilita
Hybrid Job

Právnická osoba
OESL Automotive USA LLC

Continental provides reasonable accommodations to qualified individuals with a disability. If you need assistance in the application process, please reply to Careers@conti-na.com or contact US Recruiting at 248.393.5566. This telephone line and email address are reserved solely for job seekers with disabilities requesting accessibility assistance or an accommodation in the job application process. Please do not call about the status of your job application, if you do not require accessibility assistance or an accommodation. Messages left for other purposes, such as following up on an application or non-disability related technical issues, will not receive a call back.

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

O nás

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.