

Key Account Manager OE India

工作职责

Strategy

- Ensure development of tactical programs to pursue targeted goals and objectives
- Engage with other Account Managers to support growing business in different regions
- Support the Head of Region and GKAM ContiKit to develop and implement a long-term strategy to ensure the regional targets of the BA are achieved
- Develop & maintain ContiKit & Passenger Car Tire business at several OEM located in India by being the commercial, technical, quality and logistic interface

KAM/Business Development

- Ensure development and implementation of market strategy and business plan to enable profitable and sustainable growth in India
- Oversee daily operations of OE KAM organization in India
- Ensure overall delivery and quality of OE KAM team's technical and commercial offers to the customers in India

Customer Relations

- Build and maintain relationship with key stakeholders at customers to ensure mutual value creation through profitable growth in India.
- Represent BA at relevant customer events/meetings for the customers responsible for
- Develop the OEM in line with the CKA & OEPU strategy in order to ensure a fruitful long-term relationship

Technical & Quality

- Ensure technical approval at OE customers by following internal and external PPAP steps
- First contact to customer in terms of quality issues, coordinate and ensure internal processing according to Continental quality processes
- Evaluate confirmed requirements of the major customers and define internal actions to fulfill them
- Share latest information / experiences from the major customers with development engineers
- Propose customer joint tests/customer presentations for the major customers
- Organize customer events
- Organize and accompany customer quality audits to support QM
- Update customer IT Tools as required by customer

Quality

- Ensure Indian OE customer satisfaction and quality performance according to both internal and external requirements

职位要求

- Bachelor Degree or Above, mechanical or automotive engineer, or



职位号码

REF84254Q

工作职能

大客户管理

所在地

Delhi

领导力级别

个人贡献者

工作场所灵活度

现场办公

法律实体名称

Continental India Private Limited

similar technical education

- 3 to 5 years experience in tire OE business field or tire development, manufacturing field

- Experience in a cross functional work environment

- Intercultural sensitivity

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关于我们

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.

With its premium portfolio in the car, truck, bus, two-wheel and specialty tire segment, the Tires group sector stands for innovative solutions in tire technology. Intelligent products and services related to tires and the promotion of sustainability complete the product portfolio. For specialist dealers and fleet management, Tires offers digital tire monitoring and tire management systems, in addition to other services, with the aim of keeping fleets mobile and increasing their efficiency. With its tires, Continental makes a significant contribution to safe, efficient and environmentally friendly mobility.