

## Sales Management

### Náplň práce

- New business development with existing customers and new customers.
- Manage customer payment receivable to make sure the payment can be processed by customer on a timely manner. If overdue occurs, should work pro-actively to solve relevant issues.
- Maintain customer relationship via regular customer visit, phone call, email, etc. to keep high level of customer satisfaction and make sure customer's expectation is well achieved.
- Conduct competition and market analysis frequently to keep ourselves well noted with our position in the market, the strength and weakness of us and other competitors.
- Working closely with other functions to achieve certain commercial / Non-commercial targets.
- Supporting other functions including but not limited to PMO, AE, AP, Operation to achieve certain targets.

### Profil kandidáta

- Bachelor education degree.
- Minimum 5 years of sales experience in automotive industry.
- Advanced language skills of English both in speaking and written.

### Čo ponúkame

Du willst mit uns Gas geben? Starte durch und bewirb dich jetzt!

[Vielfalt, Inklusion und Zugehörigkeit](#) sind uns wichtig und machen uns als Unternehmen stark und erfolgreich. Wir bieten allen Chancengleichheit - unabhängig von Alter, Geschlecht, Nationalität, kultureller Herkunft, Behinderung, Religion, Weltanschauung oder sexueller Orientierung.

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### 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 2021, Continental generated sales of €33.8 billion and currently employs more than 190,000 people in 58 countries and markets. On October 8, 2021, the company celebrated its 150th anniversary.

The ContiTech group sector develops and manufactures, for



ID pozície  
**REF84471U**

Miesto práce  
**Yang Pu Qu**

Úroveň vedenia tímu  
**Leading Self**

Flexibilita  
**Remote Job**

Právnická osoba  
**ContiTech Fluid Shanghai**

example, cross-material, environmentally friendly and intelligent products and systems for the automotive industry, railway engineering, mining, agriculture and other key industries. Guided by the vision of “smart and sustainable solutions beyond rubber,” the group sector draws on its long-standing knowledge of the industry and materials to open up new business opportunities by combining various materials with electronic components and individual services.