

Sales Operations Upstream Energy

Descrição da função

- Sales Operations for Upstream Energy of the Segment Customer Engineered Solutions with the respective responsibility for various customers within defined territory.
- Interface to external & internal stakeholders for all quote-to-order & order-to-cash related Sales Operations tasks, supporting vertical in relation to Midstream Energy business.
- Coordinate quotation process for designated Energy customers in close alignment with the Vertical Sales, including coordination of technically detailed packages.
- Regular direct external customer dialogues to investigate on customer satisfaction with the purpose to constantly develop & maintain the customer journey.
- Customer Master data coordination.
- Administration of contracts and agreements with customers.
- Contribution to commercial excellence through supporting continuous harmonization & standardization of tools & processes within the BA and segment, e.g. CRM tool implementation.
- Safeguarding of committed standards of quality guidelines (internal and external), quality awareness, customer quality targets and observing customer care commitments.
- Play an active role in the Sales Operations Department to promote and drive customer centricity.

Requisitos

- Minimum administrative apprenticeship degree or 3 years experience in lieu.
- Preferably >1 year experience in areas such as Sales, Account Management, Sales Administration in Industry Business, preferably within Energy.
- Experience in tender/proposal writing and compilation advantageous.
- Knowledge and experience in project management preferable.

O que oferecemos

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...

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



Identificação da vaga
REF85434X

Local
Szeged

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
ContiTech Rubber Industrial Kft.

Quem somos

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 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