

Sales - Energy Segment

Your tasks

Role/job description: Promoting the Brand Name, Achieve assigned yearly Sales and Margin Target, Preparation and submission of quotation, Payment Collection, Competition analysis, Identifying new Customers, Coordination / Liaison with related Departments and CFT members, Ensuring customer satisfaction, Providing prompt & superior customer support to clients for building up market credibility, Techno Commercial negotiation and securing the orders, knowledge of commercial terms and conditions, Obtaining the approval of technical data sheet, QAP and production clearance from the customers etc.



Job ID
REF85615A

Location
Kolkata

Leadership level
Leading Self

Job flexibility
Onsite Job

Legal Entity
Phoenix Conveyor Belt India Private Ltd.

Your profile

Essential qualifications : B.E. Mech with exposure in Sales & Mktg.

Computer knowledge : MS office, Excel, Power point, SFDC, SAP etc.

Desirable qualifications : B.E.Mechanical with MBA in Mktg.

Minimum overall experience : 8 to 10 Years

Minimum relevant experience : 6 to 8 Years.

Preferred industry : Engineering / Capital equipment.

Preferred age group : 30 to 32 Years.

Our offer

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

About us

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.