

Material Flow Specialist

Responsabilități

Strategy execution supporting Total Conveyance;

Develop and promote strategic partner relationships in line with Management approval and Total Conveyance strategy;

Assist the customer in identifying pain points or challenges related to material handling, with a particular focus on chute design and material flow, aiming to maximize uptime and operational efficiency;

Support sales to achieve budget sales, growth and margin targets for Chute and Material Flow solutions responsibility;

Support sales to achieve share of customer and share of market targets for Chute and Material Flow solutions responsibility;

Achieve other targets and KPI's as assigned;

Execute sales process (i.e. funnel, SF.com, communication, customer planning, etc.) as assigned by management;

Support selling process by providing feedback and ideas to continuously improve for success;

Support selling process through technical expertise and know-how;

Achieve Chute and Material Flow targets for assigned Chute and Material Flow solutions within Total Conveyance model;

Develop and execute assigned Chute and Material Flow solutions plans in line with Total Conveyance strategy;

Support sales team for assigned Chute and Material Flow solutions;

Create and execute assigned Chute and Material Flow solutions training to achieve basic/advanced level selling skills for sales team;

Fully support colleagues and teams within Total Conveyance and within ContiTech;

Provide constructive feedback to improve overall teamwork;

Be an informal leader to promote Total Conveyance and strategic objectives;

Knowledge and ability to explain policies, procedures and values to direct reports;

Role model supporting ContiTech policies, procedures and values;



Job ID
REF86829Q

ID poziție
Marketing & Vânzări

Domeniul de activitate
Itapevi

Nivelul de Leadership
Leading Self

Flexibilitatea programului de lucru
Hybrid Job

Persoană juridică
Contitech do Brasil Produtos Automotivos e Industriais Ltda.

Cerințe

- Mining industry experience;
- Experience converting or maintaining a major customer business;
- Experience creating and executing major SMACT product introduction;
- Developing, presenting, gaining approval and executing on major project or business case;
- International or crossfunctional experience preferred but not required.

Oferta noastră

Pronto para dirigir com a Continental? Dê o primeiro passo e preencha o formulário online.

Despre noi

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.