

System Components Specialist

Descrição da função

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 SMAX products aiming to maximize uptime and operational efficiency;

Support sales to achieve budget sales, growth and margin targets for SMAX products responsibility;

Support sales to achieve share of customer and share of market targets for SMAX products 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 Structural targets for assigned SMAX products within Total Conveyance model;

Develop and execute assigned SMAX products plans in line with Total Conveyance strategy;

Support sales team for assigned SMAX products;

Create and execute assigned SMAX products 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.



Identificação da vaga
REF86834L

Área funcional
Marketing and Sales

Local
Itapevi

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
**Contitech do Brasil Produtos
Automotivos e Industriais Ltda.**

Requisitos

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

O que oferecemos

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

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 2022, Continental generated sales of €39.4 billion and currently employs around 200,000 people in 57 countries and markets.