

System Components Specialist

工作职责

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 SMACT products aiming to maximize uptime and operational efficiency;

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

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

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

Support sales team for assigned SMACT products;

Create and execute assigned SMACT 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.

职位要求



职位号码

REF86834L

工作职能

市场营销与销售

所在地

Itapevi

领导力级别

个人贡献者

工作场所灵活度

混合式办公

法律实体名称

Contitech do Brasil Produtos Automotivos e Industriais Ltda.

- 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

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