

Product Sales Expert (Belt)

Vos activités

Creation of Segment strategy and execution with their area of responsibility including deployment to and through the sales team (peers and their direct reports);

Collaborate with peers and vertical leaders to develop and implement needed projects or initiatives;

Build business plans for new M&A targets to grow the vertical;

Develop and maintain strategic and cooperative relationships with customers;

Develop new customer opportunities while avoiding internal conflict with the distribution segment;

Responsibility for owning and driving customer acquisition; managing contracts/ business proposals incl. Commercial negotiation;

Leads the business to achieve budget (Volume, Sales, Growth, MOS, EBIT) and other planned targets and KPIs;

Ensures regular customer feedback on the forecast and ensures alignment on adjustment input to operations and SCM;

Provides critical customer, competitor, and market trends to benchmark our performance;

Ensures feedback on customer satisfaction and escalation throughout CT BA and segment for improvements;

Plays an active leadership role in the segment to promote and drive customer-centricity;

Works to deliver our mutual value to our large end users;

Manage sales, distribution, margin, A/R for 4 major former BAs: CS, IFS, PTG, AD (Air Springs);

Continually to obtain and report competitive intel and use to benchmark and improve our performance.

Votre profil

- Bachelors degree or higher, preferably in business, marketing or technical.
- Experience converting business from a competitor;
- Expert in mitigating conflict;



Référence
REF86836S

Domaine fonctionnel
Marketing and Sales

Site
Itapevi

Niveau de leadership
Leading People

Flexibilité du poste
Hybrid Job

Unité légale
Contitech do Brasil Produtos Automotivos e Industriais Ltda.

- Lead small projects within the own organisation, uses PM structure;
- Experience leading a sales, marketing or commercial team;
- Sporadic participation in international projects and international travelling to customers, partners, projects, etc.

Notre offre

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

A propos de nous

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.