

# Sales Operation IAPAC Distribution Aftermarket

## Your tasks

We are looking for a proactive and detail-oriented member to join our Sales Operations Team supporting the Aftermarket sales team in the Industrial APAC Distribution Segment. In this role, you will contribute to smooth and efficient quote-to-order processes while serving as a key connection between sales and internal functions such as pricing, business analytics, marketing, and customer service.

Your focus will be on maintaining accurate distributor data, coordinating rebate and promotional activities, and ensuring transparent communication on claims. With an eye on continuous improvement, you'll also support digital tools like Salesforce and contribute to enhancing reporting through close collaboration with our analytics teams.

If you're passionate about enabling sales, improving processes, and working in a customer-centric environment – and have experience with SAP and CRM systems – we'd be excited to have you on board.

### Key Responsibilities:

- **Distributor Management:** Administer all customer contracts and ensure customer master data as well as price and MOQ information are up-to-date in SAP and support during annual customer events
- **Order Rebate Handling & Promotional Programs:** Calculate rebates on customer orders and support the operation of promotional programs. Be an active interface for sales representatives & managers towards other internal functions like Customer Service, Marketing, Business Analytics and the Tactical Pricing team
- **Claim Handling:** Provide monthly quality reports to our customers keeping them informed about submitted claims
- **Digitalization & Process improvements:** Drive digitalization of sales processes in the Aftermarket by ensuring Sales Representatives are well trained on CRM systems like Salesforce and share active proposals to improve operational processes around order handling, distributor management, promotional programs and claims handling
- **Business Analytics:** Collaborate with the Business Analytics specialist to provide regional requests to our central reporting team in-order-to enhance our business analytics reports and leverage synergies.

## Your profile

- Minimum of a Bachelor's degree in Business Administration, Supply Chain Management, Industrial Engineering, Sales & Marketing or other related fields.
- Experience in sales, quotation and logistics processes
- Experience in SAP and CRM systems like Salesforce



Job ID  
**REF87245W**

Location  
**Changshu**

Leadership level  
**Leading Self**

Job flexibility  
**Onsite Job**

Legal Entity  
**ContiTech China Rubber & Plastics Technology Ltd.**

- Proficiency in Microsoft Office especially Excel
- Good English skills to interact with the APAC regional sales managers

## **Our offer**

What We Offer:

- The opportunity to work with a truly international and passionate team dedicated to our industries.
- Continuous professional development and training opportunities.
- A dynamic and inclusive work environment that values your expertise and contributions.

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

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

## **About us**

ContiTech is one of the world's leading industry specialists. The Continental group sector offers its customers connected, environment-friendly, safe and convenient industry and service solutions using a range of materials for off-highway applications, on rails and roads, in the air, under and above the ground, in industrial environments, for the food sector and the furniture industry. With about 42,000 employees in more than 40 countries and sales of some 6.8 billion euros (2023), the global industrial partner is active with core branches in Asia, Europe and North and South America guided by the mission: We connect, convey, and cover - with passion for our industries. We develop, produce, and market multi-material, eco-friendly, safe, and convenient industrial and service solutions.