JP_Tire / RE - Sales Representative

Your tasks

Mission/Purpose of the position
Make and execute strategic sales plan of assigned accounts for short, mid and long term which contributed to overall company sales goal. Main responsibilities are (but not limited to): achieving sales volume & increasing share of account, providing short/long term sales forcast, making customer yearly activity plan, developing new accounts etc.

Sales volume and profitability
Achieve sales target of assigned accounts which will contribute to and in line with company sales target grow/maximize our business
Eunsure monthly target achievement, promotional plan execusion and other sales activities
Value creation of keeping a balance and sustanable way to grow both volume and profitability
Key accounts type: Distributors/OEM Car Dealers/E-commerce/Car Accessories Shops/ Tire Retailers

Sales Strategy & Reporting
Support NSM to make the national sales strategy and eunsure implementation
Generate regional/customer level sales strategy which shall be in line with national sales strategy
Provide monthly, quarterly and yearly FC data and continously improve FC accuracy and seasonal curve

Customer Management
Build up solid relationship and trust with assigned customers with a clear understanding of SWOT, maintain and improve a profitable relationship
Implement key projects and innitiatives to customer level, track progress and collect feedback
Provide training, customer service by utilizing exisiting team / company resources
Conduct regular business preview meeting with customers and execute action plan
Expand portfolio to address Japanese consumer needs incl, but not limited to regulatory check, supply chain requirements and price negotiation

Business Development
Identify, negotiate and establish new customers fit for company's requirement and strategic plan
Provide channel, regional and customer insights to internal team (marketing, logistics, product)

People and project management
Team developing - steering and coaching junior SR performance weekly

Job ID
REF87786Z

Location
Tokyo

Leadership level
Leading Self

Job flexibility
Onsite Job

Working time
Full Time

Legal Entity
Continental Tire Japan Co. Ltd.

Identify team development needs
Lead or projects assigned by National Sales Manager

Your profile

Bechelor education degree in business or engineer, MBA is a plus
10+ years sales experience in top tear international company
Automotive/ Tire sales experience is a plus
Demonstrate strong analytical and presentation skills
Project management knowledge and International company working experience
Interact with senior level of customers
Manage local sales team with individual SR development and motivation HR knowledge
Team working spirit with performance driven leadership style
International communication and cultural understanding
Native Japanese level or with N1 Japanese level + living in Japan > 5 years
English fluent at business communication level

Our offer

CV (Rirekisho) in Japanese and Work History in Japanese/English are required.

当社は、求職者の皆さまが安心して採用選考に参加いただける環境づくりに取り組んでいます。採用活動におけるハラスメント防止に関する方針・ルールについては、こちらをご確認ください。
CTJ_採用活動等における求職者等ハラスメント防止ルール
Continental Tire Japan is committed to providing a fair, respectful, and harassment-free recruitment process for all applicants and candidates. Please review our Job Applicant Harassment Prevention Rules below.
CTJ_Rules for the Prevention of Harassment Against Job Applicants and Candidates

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

About us

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 2021, Continental generated sales of €33.8 billion and currently employs more than 190,000 people in 58 countries and markets. On October 8, 2021, the company celebrated its 150th anniversary. With its premium portfolio in the car, truck, bus, two-wheel and specialty tire segment, the Tires group sector stands for innovative solutions in tire technology. Intelligent products and services related to tires and the promotion of sustainability complete the product portfolio. For specialist dealers and fleet management, Tires offers digital tire monitoring and tire management systems, in addition to other services, with the aim of keeping fleets mobile and increasing their efficiency. With its tires,

Continental makes a significant contribution to safe, efficient and environmentally friendly mobility.