

sales manager for off-highway business

工作职责

1. Maintain existing off-highway business and key customers.
2. Cross-selling rubber products to commercial vehicle customers.
3. Develop new off-highway customers and market strategy.
3. Maintain good customer relationship; regularly visit customers; Realize sales budget; Negotiate prices with customers; Negotiate contracts with customers; Collect payment, avoid/reduce overdue;
4. Support marketing activities; Participate Tech-Day and/or other marketing activities to promote CT products to customer; Provide FC based on market development & customer demands;
5. Collect and analyze commercial vehicle market information for management to develop sales strategy; Cooperate with other sales colleagues and colleagues in other locations.
6. Solve and/or support other depts. of customer related issues, e.g. claim. Regularly report sales development; Other tasks assigned by supervisor or management;

职位要求

1. Bachelor degree, Engineer background is preferred;
2. Fluent in English; Familiar with off-highway market;
3. 3-5 years engineer and/or sales experience; International company working experience is preferred;
4. Basic understanding of quality management system and project management;
5. Good at team work; 50% traveling time;

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关于我们

Continental Group:

Continental develops pioneering technologies and services for



职位号码

REF88750P

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Su Zhou Shi

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ContiTech China Rubber & Plastics Technology Ltd.

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 **2023**, Continental generated **preliminary** sales of **€41.4** billion and currently employs around 200,000 people in **56** countries and markets.

Since starting its business in China in 1994, Continental serves all major OEMs across all vehicle segments. We also develop and produce materials, functional parts, components, and systems for railway, machinery, mining and other important industries. So far, Continental has expanded its presence in 23 production locations and 28 R&D centers, representing a workforce of around 17,600 in the country. Continental offers market specific solutions to the Chinese market.

ContiTech Group Sector:

ContiTech is one of the world's leading industry experts. Far beyond our roots as a rubber products manufacturer, we offer 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 industry and the furniture industry. As a group sector of Continental, ContiTech currently employs more than 40,000 people in 40 countries and regions and is active as a global industrial partner in Asia, Europe, North America and South America.