

Key Account Manager CV OE (m/f/diverse) - REF88908U

담당 업무

- Shape & execute strategy with selected Key Account Customers from the Commercial Vehicle Market
- Combine Market Intelligence and advanced customer relationship to align customers and vertical strategies
- Coordinate sales activities in EMEA and support regional sales also beyond EMEA as communication interface
- Analyse market trends and convert into strategic orientations for Engineering, Operations and SCM
- Turn opportunities into profitable sales with a long-term perspective with Commercial Vehicles customers
- Represent the organization as the primary commercial interface between ContiTech and an assigned customer base to ensure complete customer satisfaction and ContiTech business success at the same time

지원자 프로필

- Bachelor or Master Degree in Engineering (or similar technical field) or Business
- Diversified experience through various sales or project management functions
- First few years experience in account management in automotive or multiple years of proven customer interface and commercial experience
- Familiarity with operating in an IATF16949 / TS16949 environment
- Fluent in English and German, further languages of advantage (e.g. French, Dutch, Turkish, Italian)
- Proven track record of sales & negotiation skills
- Willingness to travel (>20-30%)

Applications from severely handicapped people are welcome.

채우 조건

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직무-아이디
REF88908U

모집 분야
영업총괄

지사
Hannover

리더십 레벨
Leading Self

근무 유형
Hybrid Job

이름
Franziska Münder

법률 고지
ContiTech Luftfedersysteme GmbH

기업 소개

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.

The ContiTech group sector develops and manufactures, for example, cross-material, environmentally friendly and intelligent products and systems for the automotive industry, railway engineering, mining, agriculture and other key industries. Guided by the vision of “smart and sustainable solutions beyond rubber,” the group sector draws on its long-standing knowledge of the industry and materials to open up new business opportunities by combining various materials with electronic components and individual services.