

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

Descrição da função

- 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

Requisitos

- 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.

O que oferecemos

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

We want our employees to do well with us. That's why we offer them not only an exciting job in an international technology group, but also numerous additional offers such as flexible and hybrid working, sabbaticals and other benefits. [Click here to find out more.](#)

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Quem somos



Identificação da vaga
REF88908U

Área funcional
Key Account Management

Local
Hannover

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Contato
Franziska Munder

Pessoa jurídica
ContiTech Luftfedersysteme GmbH

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.