

# Sales Manager CV Original Equipment Solutions (m/f/d) - REF89130W

## Vos activités

### Main Tasks:

- Coordinate and manage sales activities for the Commercial Vehicle Team for one or more customers and/or one or more segments globally
- Provide sales support for one or more segments and customers within 10+ locations globally
- Maintain accurate sales records and tracking files (RFQ's, tooling, prices, aftermarket, etc)
- Collaborate with cross-functional teams to ensure timely delivery of quotes and customer's enquiries
- Maintain and monitor internal reporting tools.
- Lead and Execute technical and commercial frontloading in the pre-acquisition phase until completion for quotation process
- Manage price negotiations for serial sales and aftermarket.
- Manage all commercial activities during the project / product development (e.g. cost and price tracking, change requests, etc)
- Negotiate annual price contracts and anticipated price reductions and/or discounts
- Negotiate diverse claims towards customers (tooling/R&D reimbursement, volume shortfalls, contractual negotiations, price discrepancies, long-term agreements, etc)
- Identify customer needs and white spots, analyze competition, create and identify customer roadmaps, new technologies and new business opportunities
- Maintain customer relationship on comparable level, ensure excellence in customer communication.
- Establish and maintain customer network on comparable level, including regular on-site customer visits with all relevant stakeholders (e.g. Purchasing, Engineering, Quality, Supplier Management, etc.)
- Organize management meetings and attend customer events
- Responsible for Planning data (forecasting, budgeting, volume, turnover analysis, etc)
- Manage and administrate customer contracts, prototype orders, tooling orders, etc
- Manage customer B2B portals
- Support and/or lead Change Management process related activities.
- Coordinate tooling activities with 8+ different locations to ensure on-time payments
- Support with AR/AP activities related to customer overdues
- Proactively innovate and create solutions to improve internal processes
- Assist in developing and implementing sales strategies to meet targets and objectives
- Act as project manager in different sales related activities with cross-functional teams



Référence  
**REF89130W**

Domaine fonctionnel  
**Marketing and Sales**

Site  
**Hanover**

Niveau de leadership  
**Leading Self**

Flexibilité du poste  
**Hybrid Job**

Unité légale  
**ContiTech Vibration Control GmbH**

Applications from severely handicapped people are welcome.

## Votre profil

- Bachelor's degree in Business Mechanical Engineer/Electrical Engineer/Chemical and/or Marketing, or similar
- Experience in sales management and engineering in automotive industry with on-site customer experience
- Experience in external and internal sales, Application Engineering or Project Management
- Proficiency in CRM software and Microsoft Office Suite (Excel, Word, PowerPoint)
- Strong analytical skills with the ability to interpret and present sales data effectively
- Excellent communication and interpersonal skills, with the ability to interact professionally with clients and team members
- Detail-oriented, quality oriented with strong organizational and time management skills
- Customer-focused mindset with a commitment to delivering exceptional service
- Ability to work independently and collaboratively in a fast-paced environment
- Fluency in English (both written and verbal) is required
- Technical knowledge, Intercultural/International experience, multi-customer experience is a plus
- Ready to work on a global environment

## Notre offre

English:

### What we offer:

- **Hybrid schedule** - Work-life balance is important, so we offer a flexible schedule with mobile and flexible working models, sabbaticals or cross-border work
- **Corporate Benefits** - We collaborate with different vendors, and we receive discounts for various products - like restaurants, fitness programs etc.
- **System for Rewarding Improvement Ideas** - We have an internal improvement program (Continental Idea Management) that allows you to come up with ideas and to be honored with an attractive bonus (according to your improvement idea)
- **Professional development** - Many opportunities to develop yourself within the company
- **Competitive Compensation in line with your personal contribution & company performance**

Sounds interesting for you? [Click here to find out more.](#)

## Our Commitment

- **Influence:** We offer opportunities to have a greater impact and reap more rewards professionally
- **Initiative:** We encourage our people to grow, take on greater

responsibilities, be innovative, and gain new capabilities

- **New Work:** We value the flexibility and agility that makes modern working possible and makes a customer-centric company successful
- **One team:** We believe in a culture of belonging to a tight team of individuals who can drive success together

**These aspects influence the selection process in building our new team of pioneers. We are an exclusive unit to belong to and look forward to meeting you!**

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

## **A propos de nous**

Original Equipment Solutions (OESL) is emerging as a stand-alone global leader in the automotive sector, with over 17,000 employees and €2 billion in annual sales. Operating in 15 countries across 35 locations, including technology centers, OESL will build on Continental's rich legacy to deliver high-quality parts to major OEMs and commercial vehicle customers worldwide.

### **Why Join OESL ?**

- **Greater Impact:** Take part in shaping the future of a dynamic organization, with the opportunity to bring ideas to life and reap significant professional rewards.
- **Growth and Innovation:** Work in a fast-moving, environment that encourages innovation and offers opportunities for continuous growth and expanding your skill set.
- **Creative Space:** Experience the entrepreneurial spirit of a start-up culture within a global organization, enjoying both the creative freedom and the responsibility needed to thrive in modern working environments.
- **Tight-Knit Team:** Join a highly collaborative team where individuals have the power to shape their work, make meaningful contributions, and drive collective success.