

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

Descrição da função

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



Identificação da vaga
REF89130W

Área funcional
Marketing and Sales

Local
Hanover

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
ContiTech Vibration Control GmbH

Applications from severely handicapped people are welcome.

Requisitos

- 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

O que oferecemos

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.

Quem somos

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.