

CN_Sales Rep_Beijing

Descrição da função

Sales

- Drive sales target achievement in responsible territory
- Serve as main point of contact within assigned territory and/or customer base, develop or maintain business leads/ initiatives
- Build and manage strong, sustainable relationships with customers and other extended network in assigned territory to promote company's positioning in the market and thus to urge the buying decisions. Managing retailers (Conti image shops) monthly buy-in & sell-out target achievement and performance improvement.
- Responsible for distributor/ retailer annual/monthly sales planning and promotion execution.
- Coordinate and manage cross-functional sales relevant activities
- Actively participate in open-communication environment, ensure customer buying experience consistency/drive improvement

FC & Marketing Intelligence

- Provide accurate responsible customer FC to support the achievement of overall sales objectives
- Gather industry information and dynamics, analyzing and forecasting market trends to support short term to long term sales planning
- Be able to develop and execute a comprehensive territory sales plan
Ad hoc reports required by supervisor

Networking

- Accelerate customer adoption and engagement in/cross channel.
- Responsible for the Continental retailer network developing / managing to achieve the network quantity & quality development target
- Solid understand retail commercial policy and be able to deploy to responsible territory Support to drive the sales target achievement by ensure the performance of other retail shops out of distributor channel Be able to identify the business opportunity to engage new partnerships in and outsider of our network

Project & Collaboration

- Be able to deploy company project in responsible territory and ensure the quality and efficiency dimension is met
- Support cross functional project design and implementation
- Ensures a tangible project plan is build and maintained in professional manner

Requisitos

- College degree or equivalent preferably marketing or commercial or Engineering background



Identificação da vaga
REF89330W

Área funcional
Marketing and Sales

Local
Shanghai

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Contato
Susan Zang

Pessoa jurídica
Continental Tires Co., Ltd.

- 3 years working experience on channel & distribution sales with Multi-national company is a plus , within Auto industry is a plus
- Solid understanding of relevant customer segments, industry, products and the competitive environment
- Deep knowledge of all essential sales tools and processes (by applying analytical, organizing, financial & computer skills)
- Deep understanding of all relevant products and services.

O que oferecemos

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

Quem somos

大陆集团专业开发前沿性技术与服务，以人和货物运输为着眼点，致力于打造可持续且可联动的交通方式。集团成立于 1871 年，作为一家科技企业，它负责为车辆、机器、交通及运输行业提供安全、高效、智能且经济实惠的解决方案。2022 年，大陆集团实现营收 394 亿欧元，目前在全球 57 个国家和市场地区雇用约 20 万名员工。

轮胎子集团凭借其汽车、卡车、公共汽车、两轮和特种轮胎领域打造的优质产品组合，已成为创新型轮胎技术解决方案的代名词。集团以轮胎与促进可持续发展为着眼点，相应推出了多款智能型产品和服务。针对专业经销商和车队管理商，轮胎子集团在其他服务的基础上，为之打造了数字轮胎监控和轮胎管理系统，从而在保持车队机动性的同时，亦提高了车队效率。凭借其轮胎业务，大陆集团为实现安全、高效以及环保的交通方式做出了重要贡献。