

CT OESL POG Sales Account Manager

Your tasks

We are seeking a dynamic and results-driven CT OESL POG Sales Manager in Brazil.

You will be responsible for driving sales growth and managing customer relationships in our Point of Growth initiatives.

- Develop and implement sales strategies to achieve and exceed revenue targets
- Lead and motivate a team of sales professionals, providing coaching and mentorship
- Analyze market trends and competitor activities to identify new business opportunities
- Cultivate and maintain strong relationships with key clients and partners
- Collaborate with cross-functional teams to ensure customer satisfaction and retention
- Monitor sales performance metrics and prepare regular reports for senior management
- Participate in industry events and trade shows to promote our products and services
- Travel within Brazil to meet with clients and support regional sales initiatives

Your profile

- Bachelor's degree in Business Administration, Marketing, or a related field
- Minimum of 5 years of experience in sales management, preferably in the consumer technology industry
- Proven track record of consistently meeting or exceeding sales targets
- Strong leadership skills with experience in team development and motivation
- Proficiency in customer relationship management (CRM) software and business intelligence tools
- Advanced knowledge of Microsoft Office Suite
- Fluency in Portuguese and English, both written and spoken
- In-depth understanding of consumer technology market trends and the Brazilian retail landscape
- Experience with developing and implementing successful sales strategies
- Excellent communication, negotiation, and presentation skills
- Ability to analyze complex data and translate insights into actionable plans
- Sales certifications, such as Certified Sales Professional (CSP), are preferred
- Willingness to travel within Brazil as required for client meetings and



Job ID
REF89547G

Field of work
Marketing and Sales

Location
Jundiaí

Leadership level
Leading People

Job flexibility
Hybrid Job

Legal Entity
OESL Automotive Brasil LTDA

sales initiatives

Our offer

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

About us

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.

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