

Sales Manager Commercial Vehicles (m/f/d) Original Equipment Solutions - REF89659A

Descrição da função

- Responsible for all tasks / activities related to Order Intake, Acquisition and Quote Process for the entire product-lifecycle G10-G110
- Leads price, claim or contract negotiations from and towards customers within defined parameters
- Identify and prepare relevant customer strategy considering business environment and target setting for sales
- Analyze and evaluate information about markets and competitors
- Maintain business partner relationship on comparable level
- Responsible for review, approval and support of activities related to the internal acquisition process from an administration point of view
- Responsible for execution and handling of Customer related external and internal reporting tools
- Act and compel colleagues to behave as ambassadors for Quality and Safety
- Understand the importance of technical compliance and ensure the adherence thereof in daily business
- Be dedicated to maximizing internal & external customer satisfaction by demonstrating ownership, dedication towards ensuring high-quality results and process-orientation

Requisitos

- Bachelor Degree or similar (or higher) in Mechanical / Electrical Engineering / Chemical and / or B2B Marketing or similar degree of education with business experience
- Several years of experience in sales and engineering in automotive business with on-site customer experience
- Several years of experience in internal / external sales or AE or PM related activities
- Excellent communication and presentation skills, with the ability to influence at all levels
- Industry-specific knowledge and understanding of market trends (preferred)
- Sales management knowledge
- Adaptability to changing market conditions and customer needs
- Fluent English and German language skills (written and spoken)
- Advanced negotiation and closing skills
- Ability to analyze complex data and translate insights into actionable plans
- Results-oriented mindset with a focus on achieving and exceeding targets

Applications from severely handicapped people are welcome.



Identificação da vaga
REF89659A

Área funcional
Marketing and Sales

Local
Hannover

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Contato
Ina Fischmann

Pessoa jurídica
ContiTech Vibration Control GmbH

O que oferecemos

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.