

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

## Náplň práce

- 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

## Profil kandidáta

- 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.



ID pozície  
**REF89659A**

Pracovná oblasť  
**Marketing a predaj**

Miesto práce  
**Hannover**

Úroveň vedenia ľudí  
**Leading Self**

Flexibilita  
**Hybrid Job**

Kontakt  
**Ina Fischmann**

Právnická osoba  
**ContiTech Vibration Control GmbH**

## Čo ponúkame

### 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.

## O nás

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.