

Sales Manager AOE (m/w/d) Original Equipment Solutions - REF89821B

Responsabilități

We are seeking a dynamic and results-driven Sales Manager AOE (Automotive Original Equipment) to join our team in Hannover, Germany. In this pivotal role, you will collaborate with and inspire our sales team to achieve exceptional performance and drive revenue growth. As the Sales Manager AOE, you will be responsible for developing and implementing innovative sales strategies, fostering customer relationships, and ensuring the team's success in meeting and exceeding targets.

- Be responsible for all tasks / activities related to Order Intake, Acquisition and Quote Process
- Leading price, claiming or contracting negotiations from and towards customers within defined parameters
- Identifying and preparing relevant customer strategy considering business environment and target setting for sales
- Motivate, and mentor a high-performing sales team to achieve individual and collective goals
- Analyze market trends and competitor activities to identify new business opportunities
- Establish and maintain strong relationships with key clients and partners
- Collaborate with cross-functional teams to align sales objectives with overall business goals
- Forecast sales performance and provide regular reports to senior management
- Conduct performance reviews and provide constructive feedback to team members
- Stay updated on industry trends and best practices to maintain a competitive edge
- Represent the company at industry events and conferences to promote brand awareness



Job ID
REF89821B

ID poziție
Marketing & Vânzări

Domeniul de activitate
Hannover

Nivelul de Leadership
Leading Self

Flexibilitatea programului de lucru
Hybrid Job

Persoana de contact
Ina Fischmann

Persoană juridică
ContiTech Vibration Control GmbH

Cerințe

- Bachelor's degree in Business, Marketing, or a related field
- Proven track record of success in sales management roles, with extensive experience
- Ability to analyze complex data and translate insights into actionable plans
- Adaptability to changing market conditions and customer needs
- Industry-specific knowledge and understanding of market trends (preferred)
- Sales management knowledge
- Fluent English and German language skills (written and spoken)
- Knowledge of the Swedish language is advantageous.
- Excellent communication and presentation skills, with the ability to

influence at all levels

- Advanced negotiation and closing skills
- Results-oriented mindset with a focus on achieving and exceeding targets
- Willingness to travel as required for customer meetings

Applications from severely handicapped people are welcome.

Oferta noastră

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.

Despre noi

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.