

Sales Operation Distribution DACH

Responsabilități

- Support for the Sales Vertical DACH (Germany, Austria, Switzerland) for all sales administrative tasks
- Answers all commercial questions as well as terms & conditions related questions from customers (pricing, rebates, commissions ...)
- Handle exceptions and commercial claims
- Coordinates quotation process for designated customers within the vertical DACH in close alignment with the Vertical Sales and within the given framework from tactical pricing
- Regular direct external customer dialogues to investigate on customer satisfaction with the purpose to constantly develop & maintain the customer journey
- Support with Customer master data coordination
- Administration of contracts and agreements with customers
- Administration of rebates, commissions and special commercial terms
- Contributes to commercial excellence through supporting continuous harmonization & standardization of tools & processes within the BA and segment, e.g. CRM tool implementation

Cerințe

- minimum BSc admin degree
- Preferable >1 year experience in areas such as Sales, Account Management, Sales Administration in the Automotive or Industry business
- Languages: fluent in German and English.

Oferta noastră

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

Despre noi

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 2021, Continental generated sales of €33.8 billion and currently employs more than 190,000 people in 58 countries and markets. On October 8, 2021, the company celebrated its 150th anniversary.

The ContiTech group sector develops and manufactures, for example, cross-material, environmentally friendly and intelligent products and systems for the automotive industry, railway engineering, mining,



Job ID
REF90302F

Domeniul de activitate
Budapest

Nivelul de Leadership
Leading Self

Flexibilitatea programului de lucru
Hybrid Job

Persoană juridică
ContiTech Rubber Industrial Kft.

agriculture and other key industries. Guided by the vision of “smart and sustainable solutions beyond rubber,” the group sector draws on its long-standing knowledge of the industry and materials to open up new business opportunities by combining various materials with electronic components and individual services.