

# Sales Operation Specialist

## Your tasks

### Sales Operation

- Provide analytical supports to sales and management team including target allocation/ completion status, performance dashboard etc. Provide a deeper understanding of national sales performance & pain points.

- Drives sales discipline and enables new habits to help sales teams achieve targets. Provide high quality, backend support, coupled with timely data driven insights.

- maximize sales efficiency.

- Function as central contact window for field, increasing field transparency and engagement in sales operational topics.

### Data analysis & reporting

- Support regular business reports both for sales teams and leadership dashboard.

- Support business planning and target allocation based on market, sales, channel and brand strategy.

- Provide data analytics & insight on business opportunity & risk from various analysis.

- Ensure regular & ad hoc reports to various levels of users with diagnostic and action proposals.

### Projects

- Help translate business needs into technology solutions which will formulate in sales operation excellence practice.

- Ensure effective, accurate and timely communication of critical information to internal and external project team members.

### Others

- Ad hoc tasks assigned by supervisor

## Your profile

- Bachelor's degree or equivalent practical experience.

- 2-5 years of experience in sales and marketing analysis related work

- Project experience, better in multi-international company



Job ID  
**REF90322R**

Field of work  
**Marketing and Sales**

Location  
**Shanghai**

Leadership level  
**Leading Self**

Job flexibility  
**Onsite Job**

Contact  
**Brenda Luo**

Legal Entity  
**Continental Tires Co., Ltd.**

- Proficiency in English

## **Our offer**

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

## **About us**

大陆集团专业开发前沿性技术与服务，以人和货物运输为着眼点，致力于打造可持续且可联动的交通方式。集团成立于 1871 年，作为一家科技企业，它负责为车辆、机器、交通及运输行业提供安全、高效、智能且经济实惠的解决方案。2022 年，大陆集团实现营收 394 亿欧元，目前在全球 57 个国家和市场地区雇佣约 20 万名员工。

轮胎子集团凭借其汽车、卡车、公共汽车、两轮和特种轮胎领域打造的优质产品组合，已成为创新型轮胎技术解决方案的代名词。集团以轮胎与促进可持续发展为着眼点，相应推出了多款智能型产品和服务。针对专业经销商和车队管理商，轮胎子集团在其他服务的基础上，为之打造了数字轮胎监控和轮胎管理系统，从而在保持车队机动性的同时，亦提高了车队效率。凭借其轮胎业务，大陆集团为实现安全、高效以及环保的交通方式做出了重要贡献。