

Sales Manager

あなたの仕事内容

Responsible for all tasks / activities related to Value Selling, Order Intake, Acquisition and Quote Process for assigned product lines BA OESL. Define, develop, and execute acquisition strategy and achieve agreed order intake targets.

Core Responsibilities:

- All tasks of the value chain starting from technical and commercial frontloading in the pre-acquisition process until completion of the quotation process according to Quality Certification (IATF 16949 / TS 16949) requirements (G10-G30)
- Prepare negotiation strategy and lead RFQ / annual pricing and contract negotiation with customer(s)
- Commercial activities during the project / product development (e.g., Cost and Price Tracking, Change Request etc.)
- Negotiate anticipated Price Reduction and Discounts (aPRDs)
- Lead spare part price negotiation in collaboration with sales administration.

あなたのプロフィール

- Bachelor's degree in electrical/Mechanical/Chemical engineering or Economics/B2B Marketing and / or 5-7 years of experience in sales, engineering, and/or project management OR 4 years or more of experience in lieu of a degree.
- 3 years' experience in project management in automotive business preferred.
- Regional experience, multi customer experience preferred.
- This is a Remote opportunity (candidates should located in the Michigan area)
- Legal authorization to work in the U.S. is required. We will not sponsor individuals for employment visas, now or in the future, for this job opening.

オファー

We work as a team supporting each other. Driving your area of responsibility and promoting your customer and topics internally and externally is key. Proactive exchange with other departments is also a very important part of Tier 1 culture.

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法的事項

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more: <https://www.continental.com/en/career/working-at-continental/what-we-offer/>

EEO-Statement:

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会社概要

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, 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.