

## Sales Manager

### Náplň práce

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.

### Profil kandidáta

- 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 be 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.

### Čo ponúkame

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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#### **EEO-Statement:**

EEO / Disabled / Protected Veteran Employer. Continental offers equal employment opportunities to all qualified individuals, without regard to unlawful consideration to race, color, sex, sexual orientation, gender identity, age, religion, national origin, disability, veteran status, or any other status protected by applicable law. In addition, as a federal contractor, Continental complies with government regulations, including affirmative action responsibilities for qualified individuals with a disability and protected veterans, where they apply. To be considered, you must apply for a specific position for which Continental has a current posted job opening. Qualifying applications will be considered only for the specific opening(s) to which you apply. If you would like to be considered for additional or future job openings, we encourage you to reapply for other opportunities as they become available. Further, Continental provides reasonable accommodations to qualified individuals with a disability. If you need assistance in the application process, please reply to [Careers@conti-na.com](mailto:Careers@conti-na.com) or contact US Recruiting at 800-821-2727. This telephone line and email address are reserved solely for job seekers with disabilities requesting accessibility assistance or an accommodation in the job application process. Please do not call about the status of your job application, if you do not require accessibility assistance or an accommodation. Messages left for other purposes, such as following up on an application or non-disability related technical issues, will not receive a call back.

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#### **O nás**

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.