

Key Account Manager Commercial Vehicles OEM

Descrição da função

As a Key Account Manager, you will play a central role in driving strategic customer relationships, managing complex projects, and contributing to the long-term success of our commercial vehicle OEM business (Truck, Bus, Trailer).

- Identify and develop key customer accounts, ensuring a consistently high standard of service for defined CV OEMs
- Manage pricing strategies, including raw material cost adjustments and implementation of cost-saving initiatives
- Take ownership of sales growth, margin development, and return on sales
- Represent ContiTech AS at OEM, leading negotiations on long-term agreements, pricing, and contracts—considering technical, logistical, and commercial factors
- Lead customer projects from acquisition through to SOP proven business "as well as for "proven business plus" projects, coordinating with internal and external stakeholders (e.g. purchasing, engineering, production, logistics, marketing)
- Develop and implement sales concepts; contribute to strategic planning, budgeting, and forecasting processes
- Support and partially lead the preparation and execution of audits, tech days, trade fairs, and customer events
- Acquire new business opportunities, with a focus on onboarding customers for "Proven Business Plus" technologies (e.g. digital transformation solutions)
- Acting as interface and support function to dedicated regions to align communication with HQ and foster growth and understanding
- Lead and moderate monthly CORE Team meetings with cross-functional teams (Quality, Engineering, Production, SCM, Purchasing, etc.) to drive decision-making and progress on customer-related initiatives

Requisitos

- Bachelor or Master Degree in Engineering (or similar technical field) or Business
- Solid experience working with SAP modules (e.g. SD, MM)
- Proven ability to lead interdisciplinary teams in a functional or project-based setting
- Proficient in Microsoft 365 tools, including Word, Excel, PowerPoint, Teams, and Power BI
- Strong skills in customer relationship management across various organizational levels
- Excellent communication abilities and a high degree of customer orientation
- Business fluent in English and German; additional language skills (e.g. French, Turkish, Dutch) are a plus



Identificação da vaga
REF91190L

Local
Nyíregyháza

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
ContiTech Magyarország Kft.

- Willingness to travel 20-30% of the time

Applications from severely handicapped people are welcome.

O que oferecemos

The well-being of our employees is important to us. That's why we offer exciting career prospects and support you in achieving a good work-life balance with additional benefits such as:

- Training opportunities
- Mobile and flexible working models
- Sabbaticals

and much more...

Sounds interesting for you? [Click here to find out more.](#)

[Diversity, Inclusion & Belonging](#) are important to us and make our company strong and successful. We offer equal opportunities to everyone - regardless of age, gender, nationality, cultural background, disability, religion, ideology or sexual orientation.

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

Quem somos

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 2024, Continental **generated sales** of €39.7 billion and currently employs around 190,000 people in 55 countries and markets.

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.