

## Area Sales Manager

### Tus actividades

1. Manage, monitor and develop AAM customers in assigned area and reach agreed sales objectives
2. Evaluate and acquire new customers where necessary and in conjunction with the Regional Sales Manager
3. Maintain an up to date knowledge of the AAM business (market / competitors / pricing / customer developments etc.)
4. Regularly visit all members of the distribution chain in assigned area to promote sales
5. Coordinate between customers and factory customer service
6. Initiate sales and technical workouts with customers and/or their branches/customers to increase brand awareness
7. Build up and maintain a strong network of relationships between ContiTech and customers in assigned area
8. Regular reporting of relevant business data to Regional Sales Manager
9. Support the Regional Sales Manager with monthly forecasting
10. Carry out sales promotions as instructed by Regional Sales Manager and monitor execution and measure success
11. Participation at Trade Fairs (e.g. Regional Auto Parts Shows, Automechanika Shanghai etc.)
12. To carry out any other reasonable duties as and when requested by the National Sales Manager.
13. AR management.



Job ID  
**REF9127L**

Ubicación  
**Shanghai**

Nivel de liderazgo  
**Leading Self**

Flexibilidad laboral  
**Onsite Job**

Unidad jurídica  
**ContiTech Holding China Co., Ltd**

### Tu perfil

1. Above Bachelor degree
2. 3 years work experience in IAM market, Generalist parts channel is better.
3. Proficiency in WORD, EXCEL, OUTLOOK;
4. English is basic level, above CET-4

### Lo que ofrecemos

您愿意与我们共同驾驭未来吗？即刻填写在线申请吧！

### Acerca de nosotros

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。2021 年，大陆集团实现营收 338 亿欧元，目前在 58 个国家和经营地雇用 190,000 多名员工。2021 年 10 月 8 日，集团庆祝其成立 150 周年。

康迪泰克子集团面向汽车工业、铁路工程、采矿、农业及其他关键行业，

开发并制造跨材料型、环保型及智能型产品和系统。在“超越橡胶的智能和可持续解决方案”这一愿景的引导下，集团利用其对工业和材料的深入了解，通过将不同的材料与电子元件和个性化服务相结合，从而实现开辟全新的商业机遇。