

KAM Group Leader APAC ContiKit

Your tasks

Business Development APAC

Ensure the APAC business with all relevant OEM in order to sustainably achieve best profits .

Develop a 5-year business plan and coordinate response of all RFQs (request for quotation) to optimize the business for the following years globally.

Support GKAM to develop a Global CKA 5-year business plan

Ensure development and implementation of the annual budget and the monthly forecasts.

Ensure correct payment for products supplied (overdues).

Maintain good overview of competitor activities

Customer Relations

Develop the APAC OEM in line with the CKA & OEBU strategy in order to ensure a fruitful long-term relationship

Represent Continental AG at customer events and care for the OEM at Continental events

Product Development

Support the decision for the right 'Target Approvals' as basis for a sustainable and profitable business

Ensure the most efficient and effective product development according to the a.m. Target Approvals

Establish proactive business approach anticipating future needs and initiate respective activities jointly with R&D

Leadership

Leading (disciplinary and/or functional) a highly educated team of Automotive Engineers and/or Key Account Managers in APAC

Leading project teams

Ensure proper onboarding & training of all team members

Ensure personal development of all team members

Ensure that team acts according to Continental's Core values

Strategy

Support GKAM to develop and implement long-term strategies for sustainable business growth

Ensure initiation of respective enablers which are required to meet strategic targets

Quality



Job ID

REF91655U

Location

Shanghai

Leadership level

Leading People

Job flexibility

Hybrid Job

Legal Entity

Continental Tires Co., Ltd.

Ensure customer satisfaction and quality performance according to both internal and external requirements

Sustainability

Develop and implement sustainability strategy in the business with the customer(s) in accordance with the sustainability strategy of the Business Area Tires

Ensure compliance with the sustainability requirements of the customer(s)

Your profile

- Overall commercial/business knowledge (Scope: APAC Tire Mobility Kit Market / All major OEM's) --> Expert
- Overall technical knowledge related to Tire Mobility Kits --> Advanced
- Fluent in & English language --> Advanced
- Leadership skills --> Advanced
- Negotiation skills --> Expert
- OEM Commercial / logistics / supply chain requirements --> Expert
- Financial knowledge including income Statement, Balance sheet, General financial instruments understanding --> Expert

Our offer

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

About us

THE COMPANY

Continental is a leading tire manufacturer and industry specialist. Founded in 1871, the company generated sales of €39.7 billion in 2024 and currently employs around 95,000 people in 54 countries and markets.

Tire solutions from the **Tires group sector** make mobility safer, smarter, and more sustainable. Its premium portfolio encompasses car, truck, bus, two-wheel, and specialty tires as well as smart solutions and services for fleets and tire retailers. Continental has been delivering top performance for more than 150 years and is one of the world's largest tire manufacturers. In fiscal 2024, the Tires group sector generated sales of 13.9 billion euros. Continental's tire division employs more than 57,000 people worldwide and has 20 production and 16 development sites.