

Japan Tire / RE – National Sales Manager

Your tasks

Mission & Purpose of Position

Analyzes market information, and build the strategic sales plan which will achieve company business goal and also fullfil the local market requirements.

Lead marketing and sales activities to ensure that short and long-range sales volumes and projects are achieved. Financial and strategic development criteria by managing welll developed team.

Sales Volume

- Deliver the agreed forecast budget and business plan - top and bottom-line metrics - full P&L responsibility for the business
- Ensure the achievement of regional sales volume target which will contribute to and in line with national sales volume target.

Sales Strategy & reporting

- Build the national sales strategy and eensure implementation.
- Formulate sales & marketing objectives, policies, sales organization structure, sales and marketing plans to achieve maximum sales and profit.
- Identify new markets and applications to assure volume growth.
- Provides input for the development of business which anticipate and serve a customer need/solution approach.
- Generate regional level sales strategy which shall be in line with natioal sales strategy
- Regional level sales strategy implementation by leveraging all support from KAMs, SRs and local key supporting functions
- Regional level all linked sales reporting of business tracking/Monthly/quarterly/Yearly
- Regional marketing events plan implementation.

Team Management

- Build up and manage a high efficient sales team
- Ensure the implementation of individual development measures within responsible team
- Team developing & KAM performance monthly review
- Be a Coach, Mentor and appraises subordinate & other' s performance and development.
- Regional meeting with target allocation and market development target review

Distributor Management

- Distributor SWOT analysis and key performance indicator tracking about cash flow, stock, sell-out, D-SR team management, logistic concept, distributor retail network development.



Job ID
REF91720K

Location
Shinagawa

Leadership level
Leading People

Job flexibility
Hybrid Job

Legal Entity
Continental Tire Japan Co. Ltd.

- Ensure the implementation of distributor monthly target achievement promotion and support regional sales activities.
- Conduct distributor quarterly preview meeting and generate market development action plan.
- Distributor bonus review and release.

Retailer Management

- Setup and implement regional sales volume development plan based on network status
- Network quality and quantity improvement and facilitate local initiatives execution
- Reviews sales and satisfaction results to identify areas of improvement.

Other

- Fully utilize the support from TCS, regional trainer and market planner; help to optimize their routine work
- Other Ad Hoc work or project assigned by National Sales Director

Your profile

- Bachelor education degree in economics or engineer, MBA is a plus
- Sales experience in top tier international company more than 10 years, Automotive sales experience is a plus
- Project management knowledge and International company working experience
- Manage local sales team with individual SR development and motivation HR knowledge. Team working spirit with performance driven leadership style.
- International communication and cultural understanding. Business level of English and Japanese skills are required

Our offer

*** CV (Rirekisho) in Japanese and Work History in Japanese/English are required for application process.**

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

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About us

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. With its premium portfolio in the car, truck, bus, two-wheel and specialty tire segment, the Tires group sector stands for innovative solutions

in tire technology. Intelligent products and services related to tires and the promotion of sustainability complete the product portfolio. For specialist dealers and fleet management, Tires offers digital tire monitoring and tire management systems, in addition to other services, with the aim of keeping fleets mobile and increasing their efficiency. With its tires, Continental makes a significant contribution to safe, efficient and environmentally friendly mobility.