

Head of Sales Mexico and Central America

Responsabilități

Organizes and lead a diverse, motivated, winning team.
Continuously works to develop the team including their own succession.
Deals with low performance in a transparent, fair and proactive manner

Leads the business to achieve budget (Volume, Sales, Growth, MOS, EBIT) and other planned targets and KPI's

Responsibility for customer acquisition; managing contracts/ business proposals incl. Commercial negotiation

Develop and maintain strategic and cooperative relationship with customers

Segment strategy development and execution with their area of responsibility including deployment to and through their teams.

Ensures regular customer feedback on forecast and adjusts input to operations and SCM

Provides critical customer, competitor and market trends to benchmark our performance

Ensures feedback on customer satisfaction and escalation throughout CT BA and segment for improvements

Plays an active leadership role in the segment to promote and drive customer centricity

Cerințe

- Bachelors degree or higher, preferably in business, marketing or engineering .
- Minimum 5 years field sales and marketing experience, 10+ years preferable. General business management area also an asset.
- Experience converting a major customer's business from a competitor and developing, presenting, gaining approval and executing on major business cases.
- Experience leading a sales team.
- International business experience an asset.
- Fluent in English and Spanish
- Travel availability (60%)

Oferta noastră

At Continental we are committed to building an inclusive and discrimination-free ecosystem in Mexico, these principles are rooted in our corporate philosophy and culture. Therefore, it is totally forbidden



Job ID
REF91775U

ID poziție
Marketing & Vânzări

Domeniul de activitate
San Luis Potosí

Nivelul de Leadership
Leading People

Flexibilitatea programului de lucru
Hybrid Job

Persoana de contact
Sergio Gonzalez

Persoană juridică
ContiTech Mexicana, S. de R.L. de C.V.

to request a pregnancy or HIV test as part of our selection processes. At Continental we are committed to building an inclusive and discrimination-free ecosystem in Mexico, these principles are rooted in our corporate philosophy and culture. Therefore, it is totally forbidden to request a pregnancy or HIV test as part of our selection processes.

#LI-SFGO

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

Despre noi

ContiTech, a division of Continental, is one of the world's leading suppliers of technical elastomer products and is a specialist in plastics technology. ContiTech develops and produces functional parts, components, and systems for machine and plant engineering, mining, the automotive industry, and other important industries. Our Fairlawn, OH location is seeking a Research & Development Intern to join our team.