

CN_Sales Representatiive_Beijing

Descrição da função

Drive sales target achievement in responsible territory
Serve as main point of contact within assigned territory and/or customer base, develop or maintain business leads/ initiatives
Build and manage strong, sustainable relationships with customers and other extented network in assigned territory to promote company's positioning in the market and thus to urge the buying decisions.
Managing retailors (conti image shops) monthly buy-in & sell-out target achievement and performance improvement.
Responsible for distributor/ retailer annual/monthly sales planning and promotion execution.
Coordinate and manage cross-functional sales relevent activities
Actively participate in open-communication environment, ensure customer buying experience consistency/drive improvement

Requisitos

- College degree or equivalent preferably marketing or commercial or Engineering background
- 3 years working experience on channel & distribution sales with Multi-national company is a plus , within Auto industry is a plus

O que oferecemos

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

Quem somos

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.



Identificação da vaga
REF92071D

Área funcional
Marketing and Sales

Local
Shanghai

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
Continental Tires Co., Ltd.