

Business Development Officer Southeast Europe (SEE) - Tires

Descrição da função

- Develop and coordinate activities that support Business Development, eCommerce and eBusiness solutions, ensuring alignment with strategic objectives;
- Act as a trusted advisor for internal teams and external partners on Business Development, eCommerce and eBusiness topics;
- Lead / steer and support regional roll-outs of selected digital applications, ensuring smooth implementation and adoption;
- Collaborate across functions (Sales, Marketing, Finance, MDM) to validate and integrate strategic goals into operational plans;
- Facilitate knowledge sharing within the organization through training sessions, meetings, and presentations in area of Business Development, eCommerce and eBusiness solutions;
- Monitor and report on project progress, providing clear updates to management and stakeholders;
- Ensure readiness for change by maintaining transparent communication and planning across the region;
- Maintain strong connections with central teams and relevant stakeholders to align on priorities and share best practices.

Requisitos

- University or High School at Economical, Engineering or Technical Subject preferred (or equivalent experience)
- Several years experience in Sales and / or Marketing and / or Business Development
- Experience in Project Management
- Strong coordination skills and leading by example-mentality
- Experience in Business Development preferred
- Good communication-, negotiation- and ownership skills and high level of pro-activity
- Process knowledge (Business, IT in the area of sales and distribution)
- Analytical capabilities and ability to see the big picture
- Leading Self
- Intercultural knowledge
- Experience of working in or with other cultures, e.g. by working for an international company
- High degree of service and customer orientation, self-motivation
- Fluent English
- Travel up to 10%

O que oferecemos

- 13th salary;
- Performance bonus;
- Christmas & Easter bonus;
- Seniority bonus;



Identificação da vaga
REF92477J

Área funcional
Marketing and Sales

Local
Timișoara

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
**S.C. Continental Automotive
Products S.R.L.**

- Flexible working time;
- Competitive salaries & benefits;
- Health & wellness (Life Assurance, Private Health and Dental Insurance, Sport activities, Canteen, 24/7 Helpline with Psychologists etc.);
- Different discounts (tires, glasses, medical, shopping, etc.);
- Relocation bonus for non-Timisoara Residents;
- Professional development opportunities (in Technical and Leadership Areas);
- International Work Environment & Traveling Opportunities.

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

Quem somos

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 2024, Continental generated sales of €39.7 billion and currently employs around 190,000 people in 55 countries and markets.

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.