

Car Dealer Specialist

Your tasks

Develop and maintain Car Dealer channel customers to achieve the volume and financial target.

Understand and report the market situation, develop the business strategy & business module to meet the development target in China in short term and long term. cooperate with local sales team and internal customers to create value for Car Dealer customers by service module innovation and quality improvement.

Account Management

- Achieve sales target based on FC & budget
- React to market competition and fulfill customer needs
- Maintain and improve the existing customers' satisfaction
- Manage the compliance and legal requirements are fulfilled
- Ensure customers' account receivable on-time, and keep internal prompt communication
- Complete customer internal related procurement and financial process
- Manage and monitor the relevant supplier service level to reach customer requirements
- Complete ad-hoc tasks assigned by supervisor and ensure customer sales volume achievement

Strategy

- Understand and report the market situation, including market volume, customer segmentation, service needs, product demand, competition, pricing and market highlights.
- Develop Car dealer business strategy, including SOM, sales volume 5 years plan, resource requirements, organization development plan, products road map, service concept, channel, Car Dealer strategy workshop.

Technical

- Define the customer needs and cooperate with functional team (MDM etc.) to provide solutions/services
- Develop and improve the industrialized process with compliance with product requirements
- Interact with internal and external sources to ensure that the service fulfills the quality standards, agreed timing and cost
- Provide guidance and training to customers' sales/technicians
- Responsible for OES project initiation to the new business with customers

Project Management

- OES Project execution, monitoring, improvement and



Job ID
REF926580

Field of work
Key Account Management

Location
Shanghai

Leadership level
Leading Self

Job flexibility
Onsite Job

Contact
Brenda Luo

Legal Entity
Continental Tires Co., Ltd.

communication

- Responsible for OES project efficiency and achieve positive outcomes

FC & Reporting

- Regular monthly and milestone reporting, following the defined timing, content, quality requirements. including: customer map, segmentation, buy-in and sell-out FC with development curve, product mix, sales policy and promotions, O-chart, channel, market situation update, stock, profitability, customer and Q&A, working schedule, KPI review.
- Follow the company standard reporting requirement to provide inputs on time with right quality.

Business Development

- Develop new Car Dealer customers as well as strategic Car Dealer Groups to ensure total channel volume achievement
- Clearly understand Car Dealer Channel targeted customer of Conti China e.g., Japanese vehicle brand, new type of car dealer
- Apply differentiate approach to develop new customer and go through customer's tender to win the bid

Your profile

- College degree or equivalent preferably technical or Engineering background
- Good in English and communication
- Experience in technical function is a plus
- 5 years working experience on OES or OEM sales is a plus, within Auto industry is a plus
- Project management experience in dynamic environments
- Advanced experience in cooperation with external customers
- Team leadership experience is a plus
- Multi-international company working or cooperation experience is a plus

Our offer

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About us

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