

# Car Dealer Specialist

## 工作职责

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 requirement 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 requirement
- Complete ad-hoc task 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 highlight.
- 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 comply 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



职位号码

**REF926580**

工作职能

大客户管理

所在地

上海市

领导力级别

个人贡献者

工作场所灵活度

现场办公

招聘专员

**Brenda Luo**

法律实体名称

**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

职位要求

- 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

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