

Network Development Specialist

Náplň práce

Network Development Specialist

Ensure over-proportionate growth of retail footprint by systematically applying lean processes. Recruit the right retail partners into the right, most relevant Conti branded retail format, to ensure sustainability.

Retail Development

- Strictly follow Retail Qualification process and criteria to recruit Right location to ensure fairness between each responsible areas.
- Ensure shop opening target achieved with good quality shop developed.
- Following retail policy /alignment/Conti process to deliver work with high engagement for tasks in responsible area.
- Collect shop owner's and sales team's feedback during development and make improvement.
- Budget Control in responsible area and Contract management.

Vendor Management

- Control vendor's working quality, delivery efficiency and after-service.
- Ensure timely follow-up on decoration quality issues, and generate monthly quality report.
- Support to optimize decoration items and process

Retail operations

- Train sales team to follow the retail guideline during new store opening
- Work with sales and consultant to improve area Retail Excellence according to strategy
- Support Retail Activities such as Retailer Committee and BestDrive Convention.
- Ensure the quality of the execution of store VI implementation and construction

Project Management

- Responsible for project initiation to support retail development target achievement by visit with on-site team.
- Define store recruiting policy to keep and develop loyal retailers.

Network Strategies

- Mapping priorityfor retail expansion.
- Collect information and feedback from field team or local market, initiate new ideas



ID pozície

REF92973Q

Pracovná oblasť

Marketing a predaj

Miesto práce

Shanghai

Úroveň vedenia ľudí

Leading Self

Flexibilita

Onsite Job

Kontakt

Brenda Luo

Právnická osoba

Continental Tires Co., Ltd.

Profil kandidáta

Bachelor Degree or above

Experience with Retail in after market preferred

Commercial Knowledge with data analysis

Familiar with Automotive Aftermarket, prefer with experience in Retail function

Fluent oral and written English

Čo ponúkame

您愿意与我们共同驾驭未来吗？即刻填写在线申请吧！

O nás

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