

TH Sales Specialist (PLT. & CST.)

Descrição da função

- Build up a reliable and long-term sales network for Continental Passenger-Light-Truck Tires (PLT) and Specialty Tires (CST) such as Mining & Construction, Material Handling, Port Operation in Thailand.
- Base sales network on strong and positive relationships with distributors and retailers.
- Continuous evaluation of existing and potential new dealers & distributors in order to guide and to strengthen the sales network.
- Take actions to achieve monthly sales targets of individual business plans. Detect business opportunities for dealers and distributors.
- Be in permanent information exchange with marketing department's pricing function regarding optimization of price lists.
- Support performance monitoring for products in the market.
- Monitor competitors' performance and point out relevant benchmark products.
- Cooperation with Technical Customer Service in order to adjust customer claims and improve product performance.
- Take actions to plan a forecast (at least three months) with a distributor.
- Monitor and report the performance of distributors and shops versus the agreed targets within the business plan.
- Issue early warnings in case of low target achievement, or other unforeseen changes.

Requisitos

- Bachelor's degree in Sales/ Account Management
- Understanding of Thailand Passenger Light Truck Replacement (PLT RE) market
- Understanding of Thailand Specialty Tire market will be a plus
- Understanding of Competitive environment of PLT RE
- Experiences in Forecast and budget planning process
- Experiences in Sales, Supply Chain Management, Product Release Procedures, or related fields
- Knowledge of Government requirements (e.g. CCC) process
- Able to travel across locations

O que oferecemos

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

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

Quem somos



Identificação da vaga
REF93836W

Área funcional
Marketing and Sales

Local
Bangkok

Nível de liderança
Leading Self

Modalidade de trabalho
Onsite Job

Pessoa jurídica
Continental Tyres Co., Ltd.

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.