

# Sales Engineer

## Your tasks

1. Lead project acquisition from Tier 1 customers and drive order intake in coordination with CMs; manage accounts receivable and ensure timely customer payments.
2. Develop pricing strategy, conduct annual price negotiations, and finalize Long-Term Agreements (LTA) to secure sustainable profitability.
3. Analyze market trends, customer segments, and competitor activities to identify growth opportunities and support business strategy.
4. Manage customer demand forecast; collaborate with SCM and CMs to improve forecast accuracy and supply-demand alignment.
5. Coordinate cross-functional teams to ensure on-time delivery; act as the commercial interface to resolve customer issues related to delivery, quality, and operations.

## Your profile

- Bachelor's degree or above, major in Engineering, Supply Chain, Business, or related fields.
- Above 5 years of B2B sales or sales engineering experience; Tier 1 customer experience preferred.
- Proven experience in project acquisition, pricing negotiation, and contract management.
- Strong understanding of cost structure, profit model, and forecast management.
- Ability to coordinate cross-functional teams and manage delivery performance.
- Strong commercial acumen, negotiation skills, and problem-solving capability.
- Good communication skills and ability to work under pressure.
- Proficient in English (written and spoken).

## Our offer

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

## About us

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 2022, Continental generated sales of €39.4 billion and currently employs around 200,000 people in 57 countries and markets.



Job ID  
**REF93837P**

Location  
**zhangjiagang**

Leadership level  
**Leading Self**

Job flexibility  
**Onsite Job**

Legal Entity  
**Benecke Changshun Auto Trim Co., Ltd.**