

Key Account/Sales Manager

あなたの仕事内容

- Strengthen and develop close relationship with the customer and key decision makers
- Independent customer and market responsibility
- Opportunity and quote generation to meet sales targets
- Customers visits to develop relationship(s) with key decision maker(s) and identify growth opportunities
- Negotiation of orders and contracts
- Claim & complaint management
- Managing and resolving payment relevant issues
- Contract management
- Organize and manage promotional activities for the customer (e.g. tech days)
- New Product Launch support
- Coordination of sales activities
- Consulting on product application and value by coordinating with commercial, engineering, and manufacturing teams.
- Liaison with other sales related units e.g. Verticals within CES or Distribution
- Identify opportunities to increase Continental scope of supply (including cross divisional) - Develop strategic sales plan (+5 years) and ensure implementation
- Maintain familiarity of the market landscape including market share, competitive offerings, and emerging trends
- Gather market and competitive intelligence data for the vertical and provide feedback
- Support forecast collaboration process for designated accounts, provide regular updates on performance vs. goal.- Participation at tradeshows to help identify new market opportunities
- Product Performance feedback, including logging information into Salesforce
- Feedback on price trends & win-loss of orders

あなたのプロフィール

- Bachelors / Master Degree
- > 3-5 years work experience in mining job field
- Very good German and english in writing and speaking
- Project management skills
- Negotiation skills
- Key Account Management techniques knowledge
- Readiness to travel (25%)

オファー

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会社概要

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.

Guided by the vision of being the customer's first choice for material-driven solutions, the ContiTech group sector focuses on development competence and material expertise for products and systems made of rubber, plastics, metal, and fabrics. These can also be equipped with electronic components in order to optimize them functionally for individual services. ContiTech's industrial growth areas are primarily in the areas of energy, agriculture, construction, and surfaces. In addition, ContiTech serves the automotive and transportation industries as well as rail transport.