

Key Account/Sales Manager

Descrição da função

- 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 (40%)
- 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.
- in the case of sales responsibility for a Key or Strategic account - high interaction with Key Account Manager is needed
- 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

Requisitos

- Bachelors Degree
- > 3-5 years work experience in specific job field
- Slovakian and english language in written and speaking
- Project management skills
- Negotiation skills
- Key Account Management techniques knowledge
- readiness to travel

O que oferecemos



Identificação da vaga
REF94326T

Área funcional
Marketing and Sales

Local
Szeged

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
ContiTech Rubber Industrial Kft.

The well-being of our employees is important to us. That's why we offer exciting career prospects and support you in achieving a good work-life balance with additional benefits such as:

- Training opportunities
- Mobile and flexible working models
- Sabbaticals

and much more...

Sounds interesting for you? [Click here to find out more.](#)

#jobdrehscheibe

[Diversity, Inclusion & Belonging](#) are important to us and make our company strong and successful. We offer equal opportunities to everyone - regardless of age, gender, nationality, cultural background, disability, religion, ideology or sexual orientation.

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

Quem somos

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.