

Customer Portfolio Analyst

Responsabilități

- Support Sales Verticals with sales and margin reporting analysis (e.g. by generating and providing relevant data and information or preparation of presentations).
- Independent preparation of monthly reporting for the segment. Responsible participation in the definition and monitoring of segment KPI's.
- Optimization of internal reporting and planning processes.
- Supports special evaluations for management meetings, committee meetings, sales conferences, road maps, etc.
- Implementation and monitoring of standardized reporting and planning tools for the segments (KAMS and locations).
- Active role in new data driven sales tools and projects e.g. Power BI, Sales Force, Polaris, SAP4HANA, SIOP, etc.).
- Active role in creation and maintenance of customer responsibilities -> development of customer master data list.
- Coordination and drive of (re-)mapping process for IEMEA customers between segments and verticals.
- Active contribution to continuous improvement of processes and systems towards a lean and fast organization.
- Safeguards committed standards of data quality and transparency.
- Secure the Continental Code of Conduct and Compliance to all legal requirements.
- Cross functional interaction with Finance/Controlling, Sales, Sales Operations, Customer Logistics, Business Development, BA, Segments and Verticals.
- All Segment functions and Verticals, BA central functions, Central functions of CT Sector and Continental Group.
- Establishment and execution of horizontal / cross-functional communication & collaboration culture. Participation & contribution to Corporate Sector, BA- or Segment projects, representing the Segment needs.
- Regular alignment with BA functions (e.g. Controlling).

Cerințe

- Several years of professional experience in sales, controlling, reporting/planning
- Very good knowledge of German and English,
- computer skills (in particular MS Office programs, SAP, business analytics) and communication skills
- Leading Processes without disciplinary power
- Intercultural competence required

Oferta noastră

The well-being of our employees is important to us. That's why we offer



Job ID
REF94497V

ID poziție
Marketing & Vânzări

Domeniul de activitate
Seghedin

Nivelul de Leadership
Leading Self

Flexibilitatea programului de lucru
Hybrid Job

Persoană juridică
ContiTech Rubber Industrial Kft.

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...

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

Despre noi

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 2021, Continental generated sales of €33.8 billion and currently employs more than 190,000 people in 58 countries and markets. On October 8, 2021, the company celebrated its 150th anniversary.

The ContiTech group sector develops and manufactures, for example, cross-material, environmentally friendly and intelligent products and systems for the automotive industry, railway engineering, mining, agriculture and other key industries. Guided by the vision of “smart and sustainable solutions beyond rubber,” the group sector draws on its long-standing knowledge of the industry and materials to open up new business opportunities by combining various materials with electronic components and individual services