

Sales Operations, Off-Highway/Rail

หน้าที่ความรับผิดชอบในงานของคุณ

- Sales Operations for Off-Highway/Rail with the respective responsibility for various customers within defined territory.
- Interface to external & internal stakeholders for all quote-to-order & order-to-cash related Sales Operations tasks, supporting vertical in relation to Off-Highway & Rail.
- Coordinate quotation process for designated customers in close alignment with the Vertical Sales, including coordination of technically detailed packages.
- Regular direct external customer dialogues to investigate on customer satisfaction with the purpose to constantly develop & maintain the customer journey.
- Customer Master data coordination.
- Administration of contracts and agreements with customers.
- Contribution to commercial excellence through supporting continuous harmonization & standardization of tools & processes within the BA and segment, e.g. CRM tool implementation.
- Safeguarding of committed standards of quality guidelines (internal and external), quality awareness, customer quality targets and observing customer care commitments.
- Play an active role in the Sales Operations Department to promote and drive customer centricity.

โปรไฟล์ของคุณ

- Minimum administrative apprenticeship degree or 3 years experience in lieu.
- Preferably > 1 year experience in areas such as Sales, Account Management, Sales Administration in Industry Business, preferably within Off-Highway or Rail business.
- Experience in tender/proposal writing and compilation advantageous.
- Knowledge and experience in project management preferable.
- Intercultural sensitivity is a must.
- Advanced level of English, German knowledge is an advantage

ข้อเสนอของเรา

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เกี่ยวกับเรา

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