

Area Sales Manager

Descrição da função

Ensure profitable business in the market of the assigned business area

- Responsible to run a successful market;

- Review and evaluation of business results and implementation of needed organisation changes;

- Implementation of organizational policies and proper execution

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Leading the business to achieve budget and other planned financial and non-financial KPI's

- Ensures that all operations are performed in compliance with relevant local, state and federal laws and regulations

- Takes decisions in the interest of the business objectives of the Segment and the Business Unit

- Responsible for the analysis of the market trends and environment; analysis of sales, turnover, contribution margin

- Definition of requirements for the product portfolio

Implementation of the sales strategy in the assigned business area in terms of customer groups

Responsibility for customer acquisition; managing contracts/ business proposals

- Commercial negotiation in alignment with segment strategy;

- Maintains customer expectation while aligning with corporate standards;

- Escalation of customer issues and specific requests;

- Develops and maintains strategic and cooperative relationship with customers in the assigned business area to support the segment strategy

- Aligns customers demand to corporate standards

- Ensure close customer relation management within boundaries set by compliance

Represents the regional business to major stakeholder, major customers, Industry Associations, International Trading Groups, government agencies, and similar groups in order to secure the interests of the Segment/Business Unit/Division/Continental AG

- Represent ContiTech PTG / ContiTech / Continental AG at customer events in assigned business area

Implementation and Execution of the Continental Values in the organization

Assure standards and quality guidelines (internal and external), quality



Identificação da vaga
REF94562K

Local
Mumbai

Nível de liderança
Leading Self

Modalidade de trabalho
Remote Job

Pessoa jurídica
ContiTech India Pvt. Ltd.

awareness, customer quality targets

Secures the Continental Code of Conduct and Compliance to all legal requirement

Requisitos

Minimum Bachelor degree (engineer, business or comparable)

O que oferecemos

Sales & Marketing exposure through Channel Network & End Users for Industrial & Automotive After market products

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

Quem somos

ContiTech India Pvt. Ltd. (0353)

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.