

# Senior Sales Manager for Upholstery & Furniture Film India

## Tus actividades

Develop and prepare both tactical and strategical plans and budgets for respective customers based on Segment goals and growth objectives in cooperation with the Head of Interior&Exterior APAC

Responsible for preparation & Execution of yearly sales plan, identifying revenue targets per customer, based on the analyses of the market share and sales volume

Responsible to prepare budget for costs associated with Sales and Marketing activities (if delegated)

Understand the market, market size, customer size, decision making process, dynamics and trends, pricing, restrictions, ""must haves"", ""don'ts"", exhibitions, magazines, ads, events

Observe competitive activities

Identify trends and new product ideas

Analyse costs, sales or other relevant KPI's

Analyse market and technologies and supports development of Vertical Strategy.

Cross-check and safeguard data accuracy (prices, volumes etc.) in respective sales and planning tools with the team of sales coordinators

Assist Head of Interior & Exterior APAC in leading the respective sales team

Initiate appropriate steps to develop the team

Ensure that organization policies are uniformly understood and properly interpreted and administered

Proactive collaboration and communication

Actively resolve any conflicts arising between people, teams and units.

Building the business with high growth target.

Responsibility to fulfill the revenue and profit targets as per annual operation plan budget

Assist ""Head of Interior & Exterior "" with negotiation and implementation of customer contracts (e.g. terms and conditions, quality commitments, non disclosure agreements, orders, and logistic contracts)

Annual price negotiation and agreement on bonus where applicable

Maintenance of price and conditions, customer credit terms/days, including service pricing (e.g. acceleration fees)

Ensure that all activities are performed in compliance with relevant local, state and federal laws and regulations

Responsibility for forecast and its accuracy (monthly and 12 month rolling)

Successful execution of profit improvement projects

Safeguard committed standards of quality guidelines (internal and external), quality awareness, customer quality targets and observe customer care commitments

Lead the commercial complaint process



Job ID  
**REF95038A**

Ubicación  
**Pune**

Nivel de liderazgo  
**Autoliderazgo**

Flexibilidad laboral  
**Trabajo Presencial**

Unidad jurídica  
**CONTINENTAL SURFACE  
SOLUTIONS INDIA PRIVATE  
LIMITED**

Ensure that agreed processes are strictly followed

Identify and build solid customers' relationship in assigned territory.  
Steer and coordinate all commercially relevant activities (e.g. pricing, all added value selling aspects)

Cooperation with customer during serial production

Active relationship management with key players of the customers

Organization / support for TechDays, trade fairs and marketing events

Ensure that customer requirements are collected, evaluated and documented and that customer portals are maintained

Operate as escalation level, including disputes, quality problems, cost issues or problems respecting time (duty to inform)

Take the role Sales Coordinator according to PLC

Could act as Quote Manager for the quote processes ""Complex"", ""Fast Track"" and ""EGP"" (if delegated)

## **Tu perfil**

Bachelor's Degree in technical, Chemical science or business studies (university / university of applied science) or Interior Design or Construction Design or equivalent.

Minimum of 5 years professional sales experience

Interior Design or Construction design context preferred

Sales expert - experience in product end use / market, especially in term of Furniture industry, Interior Design industry or Construction material industry.

Specific technical experience - decoration material such as Melamine paper, PVC/PET/PP film, artificial leather, etc.

Experience in leading complex projects, especially in target customers such as furniture manufactures, hotel chains, restaurant chain, construction companies, or design institutes.

Industrial Sales in decorative surface and technical surface materials plus understanding of their technologies.

In depth understanding of relevant processes.

Leadership responsibility in project teams

Potential to lead a multinational team with size 5-10 staff.

Preferably Sales experience in an international context.

## **Lo que ofrecemos**

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## **Acerca de nosotros**

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.