

Area Sales Manager

Vos activités

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



Référence
REF95194Z

Domaine fonctionnel
Marketing and Sales

Site
Jaipur

Niveau de leadership
Leading Self

Flexibilité du poste
Remote Job

Unité légale
ContiTech India Pvt. Ltd.

Assure standards and quality guidelines (internal and external), quality awareness, customer quality targets

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

Votre profil

Minimum Bachelor degree (engineer, business or comparable)

Notre offre

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.

A propos de nous

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.