

# Sales Employee for Distribution Aftermarket

## Responsabilități

- Identify opportunities in the market;
- Execute the sales policy in the regions;
- Customers visits;
- Target maintenance and business development as well to analyse the sales agents activities;
- Gather and analyze information of market activities;
- Achievement of sales targets established by Sales area;
- Participate in the sales forecast construction (monthly);
- Coordinate sales agents in specific regions of Brazil;
- Collect and analyze market information of potential demand, product, marketing, distribution, channels, discount policies, etc;
- Participate in Automotive Aftermarket fairs and events;
- Representing the Company in events and activities of interest to fix our image;
- Developing and implement commercial policies and marketing mix;
- Suggesting marketing actions to participate in fairs, adds in magazines, newspapers, sales campaign, technical trainings;

## Cerințe

- Business Administration, Engineering or Marketing degree;
- MBA in Business Administration;
- Marketing knowledge;
- Strong experience in Automotive Aftermarket as a Sales professional;
- Advanced English.

## Oferta noastră

Pronto para dirigir com a Continental? Dê o primeiro passo e preencha o formulário online.

## Despre noi



Job ID  
**REF95413Z**

Domeniul de activitate  
**Itapevi**

Nivelul de Leadership  
**Leading Self**

Flexibilitatea programului de lucru  
**Hybrid Job**

Persoană juridică  
**Contitech do Brasil Produtos Automotivos e Industriais Ltda.**

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 2022, Continental generated sales of €39.4 billion and currently employs around 200,000 people in 57 countries and markets.