

Accounts Receivable & Credit Team Lead

Your tasks

Responsibilities

Team Leadership & Development

- Provide comprehensive coaching and guidance to team members on credit and accounts receivable policies, procedures, and systems (SAP, Salesforce, K2, EBITS)
- Conduct employee performance dialogues and development meetings
- Serve as backup support for critical functions including customer management and credit operations

Credit & Risk Management

- Conduct risk assessments to determine appropriate credit line decisions based on customer behavior and established procedures
- Review and approve credit notes, credit limit modifications, and related transactions; escalate discrepancies as needed
- Coordinate internal legal processes related to trust deed matters and serve as primary point of contact with external legal counsel

Accounts Receivable Operations & Month-End Closing

- Coordinate accounts receivable month-end closing activities, including DSO calculations, doubtful accounts reserve reviews, and cash flow projections
- Prepare and analyze monthly variance explanations in collaboration with Finance and Operations teams
- Negotiate and structure payment plans with customers; prepare AR budget forecasts and financial plans

Compliance & Audit Management

- Ensure fulfillment of audit requests from external auditors and regulatory bodies, including documentation preparation and submission
- Maintain compliance with all Continental policies and regulatory requirements

Stakeholder Management & Process Improvement

- Serve as primary escalation point between Accounts Receivable & Credit and Sales teams
- Participate in weekly operational meetings and strategy sessions as required
- Lead strategic initiatives including dunning process optimization, interest management, and credit administration improvements

Your profile



Job ID
REF96231J

Field of work
Finance and Controlling

Location
Santiago de Querétaro

Leadership level
Leading People

Job flexibility
Hybrid Job

Legal Entity
Continental Tire de México, S. de R.L. de C.V.

Required Qualifications

- Minimum 5+ years of progressive experience in accounts receivable, credit management, or related financial operations
- Demonstrated leadership experience managing and developing team members
- Advanced proficiency in financial analysis and interpretation of financial statements
- Proven expertise in negotiation and stakeholder management across multiple departments
- Intermediate English proficiency (listening, speaking, reading, and writing)

Required Competencies

- **Financial Acumen:** Comprehensive understanding of financial processes, controlling mechanisms, and accounts receivable operations including month-end closing, DSO calculations, and cash flow projections
- **Credit & Risk Assessment:** Demonstrated ability to conduct rigorous risk assessments and make sound credit decisions based on established procedures and customer behaviour analysis
- **Compliance Management:** Thorough knowledge of regulatory requirements, audit procedures, and ability to ensure organisational compliance with Continental policies
- **Presentation Skills:** Ability to communicate financial data, analysis, and recommendations in a structured, persuasive manner to senior management and cross-functional teams
- **Project Management:** Competency in planning, executing, and controlling initiatives to achieve defined objectives within established timelines

Preferred Qualifications

- Experience with enterprise resource planning systems (SAP, Salesforce, K2, EBITS) and customer-centric approaches
- Strategic planning, process improvement, and exposure to legal processes related to credit administration

Our offer

Continental we are committed to building an inclusive and discrimination-free ecosystem in Mexico, these principles are rooted in our corporate philosophy and culture. Therefore, it is totally forbidden to request a pregnancy or HIV test as part of our selection processes.
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About us

Continental desarrolla tecnologías y servicios vanguardistas para la

movilidad sostenible e interconectada de personas y bienes. Fundada en 1871, la empresa de tecnología ofrece soluciones seguras, eficientes, inteligentes y asequibles para vehículos, máquinas, tráfico y transporte. En 2022, Continental generó ventas por 39 400 millones de euros y actualmente emplea a unas 200 000 personas en 57 países y mercados.

Con su cartera de productos de primera calidad en el segmento de llantas para automóviles, camiones, buses, vehículos de dos ruedas y especiales, el sector del grupo Llantas es sinónimo de soluciones innovadoras en el ámbito de la tecnología de las llantas. La cartera se completa con productos y servicios inteligentes relacionados con las llantas y la promoción de la sostenibilidad. Para los concesionarios especializados y la administración de flotas, el grupo Llantas ofrece sistemas digitales de monitoreo y gestión de llantas, además de otros servicios, con el objetivo de mantener las flotas en movimiento y mejorar su eficiencia. Con sus llantas, Continental contribuye significativamente a una movilidad segura, eficiente y respetuosa con el medioambiente.