

# Accounts Receivable & Credit Team Lead

## Tus actividades

### 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

## Tu perfil



Job ID  
**REF96231J**

Área de trabajo  
**Finanzas y Controlling**

Ubicación  
**Santiago de Querétaro**

Nivel de liderazgo  
**Liderando Gente**

Flexibilidad laboral  
**Trabajo híbrido**

Unidad jurídica  
**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

## Lo que ofrecemos

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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## Acerca de nosotros

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.