

Head of Sales Rail

담당 업무

The head of sales has the overall responsibility for the management of the assigned business field in IEMEA CES Rail.

The head of sales defines and executes the business strategy for the assigned business field, identifies and prioritizes all necessary activities of the team members and aligns all support functions (e.g., marketing, application engineering, customer logistics, sales operations, pricing, PD, operation) to ensure successful execution of the strategy, as well as achievement of defined sales and profitability targets.

This position fully represents the business fields in EMEA with a high degree of complexity, as customers include demanding OEMs, end-users and service partners for highly engineered products and service solutions.

Key responsibilities:

- Developing sub-vertical business strategy (including growth and profit planning), defining and executing all necessary activities to ensure target achievement.
- Identifying and closing business opportunities, based on thorough analysis of market, customer and portfolio potentials.
- Representing business in relevant forums and initiatives (e.g., Growth Fields).
- Developing strategic sales plan, as well as budgets and forecasts.
- Monitoring of monthly achievables (sales/margin, order intake, backlogs, overdues).
- Definition of corrective actions in case of deviation to plan.
- Participating in SIOP process to inform operations about volume trends and capacity needs.
- Coaching and developing team members with emphasis on general sales, as well as cross-selling and value selling skills.
- Understanding the market (portfolio, volume, channels), trends (commercial, technological) and competitive landscape.
- Building up customer-specific knowledge, identifying key decision-makers.
- Sharing customer intelligence, providing/forwarding visit reports to management.
- Presenting business status and reports at regular Vertical Management meetings.
- Customer satisfaction development and improvement actions on Sub-vertical level.
- Establishing, intensifying and maintaining strong, trustful relationship with key decision makers at target customer(s).
- Leading (de-)escalation and negotiation processes and where necessary escalating issues to management.
- Establishing management dialogues and customer events (e.g. techdays, strategy meetings) and following up on actions.



직무-아이디
REF96272Y

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지원자 프로파일

- Degree in Engineering (Mechanical, Industrial, Automotive) or Business Administration Master
- >15 years in sales/key account management/marketing leadership role
- Ability to lead complex, cross-functional projects and teams
- Previous leadership experience (min. 5 years)
- Previous participation in international projects and international business travel to customers, partners, projects
- Fluent English knowledge

처우 조건

Personal Attributes:

- Customer orientation & ownership mindset
- Results-driven & problem-solving approach
- Intercultural competence & team spirit
- Adaptability & eagerness to learn

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기업 소개

Continental is a leading tire manufacturer and industry specialist that develops and produces sustainable, safe and convenient solutions for automotive manufacturers as well as industrial and end customers worldwide.

Founded in 1871, the company generated sales of €39.7 billion in 2024 and currently employs around 95,000 people in 54 countries and markets.

ContiTech is one of the world's leading industry specialists. The Continental group sector offers its customers connected, environment-friendly, safe and convenient industry and service solutions using a range of materials for off-highway applications, on rails and roads, in the air, under and above the ground, in industrial environments, for the food sector and the furniture industry. With about 39,000 employees in more than 40 countries and sales of some 6.4 billion euros (2024), the global industrial partner is active with core branches in Asia, Europe and North and South America.