

Sales Manager

Descrição da função

- Ensure profitable business in the markets of the assigned business area
- Customer Acquisition and customer management (contracts, quotations, market pricing, business opportunities)
- Review and evaluation of business results Implementation of organizational policies and proper execution
- Manage the business to achieve budget and other planned financial and non-financial KPI's
- Ensure that all operations are performed in compliance with relevant local, state and federal laws and regulations
- Take 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
- Product Portfolio Management
- Develop customer-specific strategies and product offerings
- Leading Commercial negotiations and claim management in alignment with segment strategy
- Maintain customer expectation while aligning with corporate standards
- Escalation of customer issues and specific requests
- Develop 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
- Conduct market and competitor analysis to optimize portfolio
- Implementation and Execution of the Continental Values in the organization
- Support internal and external reporting, audits, and events

Requisitos

- Master's or Bachelor's degree in Engineering or Business
- Minimum 5 years of experience in key account management or customer-facing commercial roles
- Customer Orientation and willingness to travel
- Negotiation and communication skills
- Project Management
- Technical understanding of products and future technologies
- Proficient in CRM and reporting tools (e.g. Power BI, Salesforce, MS365 Apps)
- English - advanced level

O que oferecemos



Identificação da vaga
REF96546J

Local
Szeged

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
ContiTech Rubber Industrial Kft.

The well-being of our employees is important to us. That's why we offer exciting career prospects and support you in achieving a good work-life balance with additional benefits such as:

- Training opportunities
- Mobile and flexible working models
- Sabbaticals

and much more...

Sounds interesting for you? [Click here to find out more.](#)

[Diversity, Inclusion & Belonging](#) are important to us and make our company strong and successful. We offer equal opportunities to everyone - regardless of age, gender, nationality, cultural background, disability, religion, ideology or sexual orientation.

Ready to drive with Continental? Take the first step and fill in the online application.

Quem somos

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 2024, Continental **generated sales** of €39.7 billion and currently employs around 190,000 people in 55 countries and markets.

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.