

Key Account Manager OE India

Your tasks

Strategy

- Develop and implement long-term strategies for OE India in close cooperation with the global KAM organization
- Support the Head of region to develop and implement a long-term strategy to ensure the regional targets of the BA are achieved

KAM/Business Development

- Ensure development and implementation of India strategy and business plan to enable profitable and sustainable growth
- Oversee daily operations of OE organization in India
- Ensure overall delivery and quality of OE technical and commercial offers to the customers in India
- Leading the price negotiations with the OEMs in close coordination with the resp. GKAM and Head of region
- Develop the annual budget and the monthly forecasts and ensure the implementation
- Ensure correct payments for products supplied

Customer Relationship

- Build and maintain relationship with key stakeholders at customers to ensure mutual value creation through profitable growth
- Represent BA and/or organize at relevant OEMs events/meetings in India

Technical & Quality

- Ensure technical approval at OE customers by following internal and external PPAP steps
- First contact to customer in terms of quality issues, coordinate and ensure internal processing according to Continental quality processes
- Evaluate confirmed requirements of the major customers and define internal actions to fulfill them
- Share latest information / experiences from the major customers with development engineers
- Propose customer joint tests/customer presentations for the major customers
- Organize customer events
- Organize and accompany customer quality audits to support QM
- Update customer IT Tools as required by customer

ContiKit

- Develop & maintain ContiKit & Passenger Car Tire business at several OEM located in India by being the commercial, technical, quality and logistic interface



Job ID
REF96705T

Field of work
Key Account Management

Location
Delhi

Leadership level
Leading Self

Job flexibility
Onsite Job

Legal Entity
Continental India Private Limited

Your profile

- Bachelor Degree or Above, mechanical or automotive engineer, or similar technical education
- 3 to 5 years experience in tire OE business field or tire development, manufacturing field
- Experience in a cross functional work environment
- Intercultural sensitivity

Our offer

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

About us

Continental India Private Limited