

# Key Account Manager OE India

## 工作职责

### 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



职位号码

**REF96705T**

工作职能

大客户管理

所在地

**Delhi**

领导力级别

个人贡献者

工作场所灵活度

现场办公

法律实体名称

**Continental India Private Limited**

## 职位要求

- 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

## 我们可以提供

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## 关于我们

Continental India Private Limited