

Sales Specialist - Central Region

Descrição da função

As a Sales Specialist, you will be the focal point to customer in market by value selling our tire products & services and acting as a consultant to the customer thereby strengthening customer relationship. You will be part of our Replacement Tires Business team and generate value through profitable sales growth.

Your responsibilities include:

Sales Function

- To be responsible for sales KPI targets set by management.
- Continuous business development in all product
- To prepare individual customer budget in line with regional budget.

Channel Management & Development

- To enhance & further develop the current network dealers with good service to enhance customer share of shelf space
- To utilize digital tools for prospecting new customers.
- To utilize existing processes in opening and handling different category of customers e.g. Buddy System

Customer Training & Development

- To be equipped with sufficient product & technical knowledge, soft skills and able to fully utilize available digital tools for effective sales
- To translate & train customers on Market/Product/Technical knowledge, soft skills, and digital tools by organizing relevant trainings.

Account Management

- Monitor, track and communicate to customer on sales achievement, growth potential etc.
- Analyze, forecast, and propose for business development plans for account growth
- To maintain a good service and relationship with the customers to amplify the high performance culture.
- To provide advice to customers to enhance and grow their business
- Pro-actively communicate to customer on product development, data & systems updates.
- Ensure timely customer payments.

Market Intelligence

- To provide timely market information to Regional Manager.



Identificação da vaga
REF98588X

Local
Petaling Jaya

Nível de liderança
Leading Self

Modalidade de trabalho
Hybrid Job

Pessoa jurídica
Continental Tyre PJ Malaysia Sdn. Bhd.

Customer Service

To provide market feedback to internal teams concerning technical aspects of product

To manage first level technical complaints (inspection, resolution in coordination with Technical Customer Service team and feedback to customer)

Requisitos

1. Malaysian citizen, based in the country
2. Experience: 2-5 years in B2B sales position in dealer management roles. Experience in automotive/FMCG/Lubricants industry will be added advantage.
3. Good communication skills. Fluent in English and Chinese dialects.
4. Capable to work independently with initiative. Strong drive to achieve results by taking ownership in challenging environment.

O que oferecemos

What we offer

- At Continental, we let your ideas shape the future to make a meaningful difference in the world, and to themselves.
- Opportunity to gain global experience and build networks from international mobility across our vast organization.
- Competitive salary, bonuses and pension contributions. Beyond that, you'll enjoy generous leave, medical care and a highly competitively staff benefits package.
- We foster our people's talent so they can master their career journeys and realize their greatest potential.
- Open, inspiring and rewarding corporate culture
- Flexible working conditions that help you enjoy your work-life balance

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

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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 2023, Continental generated sales of €41.4 billion and currently employs more than 200,000 people in 56 countries and markets.